

GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain, feed and field seed handling plants.

OMAHA

The Corn and Wheat Center of the West

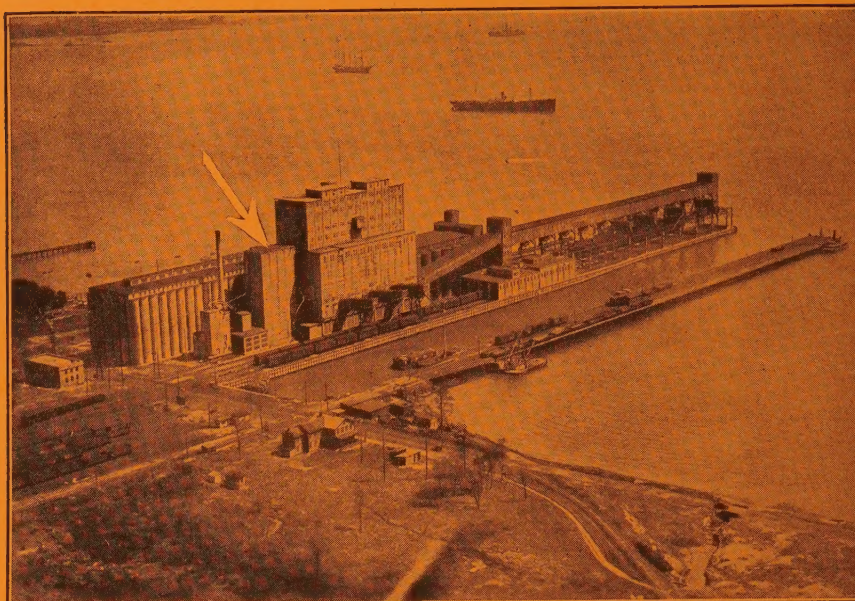
Wheat from the Omaha territory has by comparison, proven equal to that from any other section. Mills throughout the United States look with favor upon milling wheat furnished by Omaha dealers.

This year as usual, Omaha will furnish much of the corn used in every section of the country. Corn from the Omaha territory stands alone in quality. Let the following firms all members of the Omaha Grain Exchange supply your needs.

Crowell Elevator Co.
Black Hawk Grain Co.
Bell-Trimble Grain Co.
Mid-West Grain Co.
Butler-Welsh Grain Co.
Holmquist Elevator Co.
Burns Grain Co.
Dolphin-Jones Grain Co.
Nebraska-Iowa Grain Co.
Omaha Elevator Co.
Vincent Grain Co.

Tiffany Grain Co.
Nye & Jenks Grain Co.
Lucke-Gibbs Grain Co.
Scoular-Bishop Grain Co.
Taylor Grain Co.
Cargill Commission Co.
The United Grain Co.
Flanley Grain Co.
Updike Grain Corporation
Vanderslice-Lynds Co.
Lamson Bros. & Co.

Trans-Mississippi Grain Co.
Nebraska Consolidated Mills Co., (Grain Dept.)



Eight 500-Bushel Morris Automatic Driers
Penn. R. R. Elevator, Baltimore, Md.

Morris Dust Collecting Automatic Grain Drier

Uses fresh air in both drier and cooler.

Every kernel gets the same uniform treatment.
Automatically regulates the flow of grain.

Strength of air current adjustable to provide maximum amount for any grain, light or heavy.

Removes and collects dust from drier building.
Prevents the danger of dust explosions and fire.
Ends the dust nuisance—only fresh air enters the drier house.

Detailed information sent upon request.

Everything for Every Mill and Elevator

The Strong-Scott Mfg Co.

Minneapolis Minn.

Great Falls Mont.

In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.

AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.*
Great West Mill & Elevator Co., millers, grain dls.*
Hardeman-King Co., millers and grain dealers.*
Henderson Grain Co., private wires, all markets.
Kearns Grain & Seed Co., grain, field seeds.*
Kenyon Grain & Seed Co., grain, seed, feed.
Panhandle Grain Corp., domestic and export grain.*
Stone, Lester, grain merchant.*
Strader Grain Co., U. S., grain, seed, feed.*
Texas Wheat Growers Association.
Uhlmann Grain Co., export wheat, private wire.

BALTIMORE, MD.

Chamber of Commerce Members.
Beer & Co., Inc., E. H., grain, hay, seeds.*
Lederer Bros., grain receivers.*

BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.*
Hasenwinkle-Scholer Co., corn and oats.*

BLUFFTON, IND.

Studebaker Grain & Seed Co., grain, hay, seeds.*

BUFFALO, N. Y.

Corn Exchange Members.
Lewis Grain Corporation, consignments.*
McKillen, Inc., J. G., consignments.*
Seymour-Wood Grain Co., consignments.*
Sunset Feed & Grain Co., Inc., feed and grain.*

CAIRO, ILL.

Board of Trade Members.
Thistlewood & Co., grain and hay.*

CEDAR RAPIDS, IOWA.

Piper Grain & Mfg. Co., recvrs. & shippers.*
Wildner-Murrell Grain Co., track buyers grain and seeds.*

CHICAGO, ILL.

Board of Trade Members.
Bailey & Co., E. W., grain commission merchants.*
Bennett & Co., Jas. E., grain, provisions, stocks.*
Bartlett-Frazier Co., grain merchants.*
Brennan & Co., John E., grain commission merchants.*
Charhart Code Harwood Co., grain commission.
Clement, Curtis & Co., members all exchanges.*
Cross, Roy & Harris, grain commission.*
Doern-Searritt-Hannah Co., commission merchants.*
Dole & Co., J. H., grain and seeds.*
Feebery & Co., E. J., consignments, grain to arrive.*
Harris, Winthrop & Co., grain commission.*
Holt & Co., Lowell, commission, grain and seeds.
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.*
Lamson Bros. & Co., grain, stocks, provisions.*
Logan & Bryan, grain, stocks, provisions.*
McKenna & Strasser, commission merchants.*
Norris Grain Co., grain merchants.*
Rosenbaum Grain Corp., grain merchants.*
Rumsey & Co., grain commission.*
Shaffer Grain Co., J. C., grain merchants.*
Stratton Grain Co., grain merchants.*

CLEVELAND, O.

Grain & Hay Exchange Members.
Bailey, E. L., shpr. grain, millfeed, oil and c. s. meal.*
Cleveland Grain Co., The, receivers and shippers.*
Shepherd, Clark & Co., grain, feed, buckwheat.*

DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.*
Finley, W. H., wholesale grain broker.

DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.*
Decatur Grain & Elevator Co., grain dealers.*
Evans Elevator Co., grain merchants.*
Hight Elevator Co., grain merchants.*

DELPHOS, OHIO.

Garman Grain Co., The, transit, kiln dried corn.*

DENVER, COLO.

Grain Exchange Members.
Kellogg Grain Co., receivers and shippers.*
Rocky Mountain Grain Co., export and domestic grain.*
Ady & Crowe Merc. Co., The, grain and hay.*
Conley-Ross Grain Co., The, grain and beans.*
Houlton-Connell Grain Co., wholesale grain.*

DES MOINES, IA.

Board of Trade Members.
Des Moines Elevator & Grain Co., corn and oats.*
Lockwood Grain, Inc., grain merchants.*

DODGE CITY, KANSAS.

Board of Trade Members.
Christopher & Co., B. C., consignments & futures.*
Isely Lbr. Co., The C. C., cane seed, wheat, kafir.*
Rethorst Grain Co., L. H., cash grain, consignments.*
Western Gr. & Comm. Co., wheat, coarse gr., seeds.

DULUTH, MINN.

Barnes-Ames Co., grain merchants.*

ENID, OKLAHOMA.

Board of Trade Members.
Bennett & Co., Jas. E., grain, provisions, stocks.*
Enid Terminal Elevator Co., pub. storage, gr. mchts.*
Enid Milling Co., grain merchants, public storage.*
Ferguson-Shircliff Grain Co., grain merchants.*
Feuquay Grain Co., consignments-merchants.*
General Grain Co., terminal elvtr. gr. merchants.*
Geis-Price Elevator Co., grain and feed.*
Goltz Grain Co., grain merchants.*
Hacker Grain Co., A. R., consgmts. brokers, mchts.*
Henry Grain Co., John, consignments, grain merchants.*
Johnston, W. B., grain merchants (terminal elevator).
Pillsbury Flour Mills, milling wheat buyers.*
Randels, W. M., grain merchants, consignments.*
Robinson Grain Co., grain merchants.*
Southwestern Terminal Elvtr. Co., public storage.*
Union Equity Exchange, grain merchants.*

FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.*

FORT DODGE, IOWA.

Christensen, Geo., grain broker exclusively.

FORT MORGAN, COLO.

Lieber Grain Co., export & mlg. wheat, coarse grain.*

FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.

FORT WORTH, TEX.

Grain and Cotton Exchange Members.
Bennett & Co., Jas. E., grain, stocks, provisions.*
Carter Grain Co., C. M., brokerage, consignments.*
Olaiborne, E. L., mgr. J. S. Rache & Co., futures.*
Dorsey Grain Co., strictly brokers, consignments.*
Kimball Milling Co., grain merchants, pub. storage.*
Mullin-Brackett Grain Co., brokerage-consignments.*
Rogers Co., E. M., strictly bkg. and consignments.*
Smith-Ingraham Grain Co., domestic, expt. consgmts.*
Southwest Grain & Com. Co., brokerage, consgmts.*
Tillery Grain & Com. Co., export, bkg. consgmts.*
Transit Grain & Com. Co., consignments, brokerage.*
Uhlmann Grain Co., expt., futures, consignments.*

GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.*
Shaw, Thomas F., grain exporter.*

GRAND ISLAND, NEBR.

Hoagland, R. B., wholesale grain.*

GREEN BAY, WIS.

Green Bay Elvtr. Co., buyers, shippers, mixed cars.

HOUSTON, TEXAS.

Merchant Exchange Members.
Rothschild Co. S., grain, c/s products, rice b/p.*
South Texas Grain Co., grain & feed.*

INDIANAPOLIS, IND.

Board of Trade Members.
Bingham Grain Co., The, receivers and shippers.*
Boyd Grain Co., Bert A., strictly brokerage & com.*
Cleveland Grain Co., grain commission.*
Hart Bros. Grain Co., grain commission.*
Kinney Grain Co., H. E., receivers and shippers.*
Malbucher Grain Co., C. Wm., grain merchant.*
Montgomery Grain Co., F. M., receivers and shippers.*
Steinhart Grain Co., commission and brokerage.*
Witt, Frank A., grain commission and brokerage.*

IOLA, KANS.

Cox-Lam Grain & Supply Co., kafir, corn & wh. shippers.

KANSAS CITY, MO.

Board of Trade Members.
Christopher & Co., B. C., consignments-futures.*
Davis Grain Co., A. C., grain commission.*
Davis-Hunt Grain Co., consignments, futures.*
Davis-Noland-Merrill Grain Co., grain mchts.*
Ernst Davis Commission Co., consignments.*
Lawless Grain Co., consignments.*
Lichtig & Co., H., kafir, milo, screenings.*
Logan Bros.-Hart Grain Co., receivers and shippers.*
Mid-Continent Grain Co., grain merchants.*
Moore-Seaver Grain Co., grain receivers.*
Morrison Grain Co., grain merchants-consignments.*
Norris Grain Co., wheat, oats, barley, corn.*
Rahm Grain Co., J. E., consignments.*
Rocky Mountain Grain & Com. Co., consignments.*
Scoular-Bishop Grain Co., consignments.*
Shannon Grain Co., consignments.*
Simonds-Shields-Lonsdale Grain Co., gr. merchants.*
Uhlmann Grain Co., grain merchants.*
Updike Grain Corp., consignments.*
Vanderslice-Lynds Co., consignments-futures.*
Wolcott & Lincoln, consignments, futures.*
Wilser Grain Co., consignments.*

LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.*
Ryon Grain Co., grain, beans, produce.*

LINCOLN, NEB.

Paul, J. M., Grain broker.*

LITTLE ROCK, ARK.

Grain Exchange Members.
Eggleston Co., brokers-handlers grain and hay.*
Farmer Co., E. L., brokers, grain and mill feed.*

LOUISVILLE, KY.

Board of Trade Members.
Bingham-Hewett Grain Co., recvrs., shippers of grain.*
Kentucky Public Elevator Co., storers and shippers.*
Zorn & Co., S., receivers and shippers.*

MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

MEMPHIS, TENN.

Merchants Exchange Members.
Anderson, Embrey E., grain merchants.*
Buxton, E. E., broker and commission merchant.*

MILWAUKEE, WIS.

Chamber of Commerce Members.
Donahue-Stratton Co., grain merchants.*
Kamm Co., P. C., grain shippers.*

MINNEAPOLIS, MINN.

Chamber of Commerce Members.
Archer-Daniels-Midland Co., grain dept.*
Cereal Grading Co., grain merchants.*
Davies Co., F. M., grain commission.*
Fraser-Smith Co., grain merchants.*
Hallett & Carey Co., grain merchants.*
Hawatha Grain Co., screenings.*
McCaull-Dinsmore Co., grain merchants.*
McGuire Company, Arthur, shprs. b/wheat, m'eats.*
Scroggins Grain Co., grain merchants.*
Sheffield Elevator Co., shippers of grain.*
Stuhr-Seidl, shippers grain and feed.*

NEW BRUNSWICK, N. J.

Pincus, L. L., grain and feed broker.

NEW YORK CITY.

Produce Exchange Members.
Abel-Whitman Co., Inc., The, grain, feed, bkg.*

OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.*
Bennett & Co., Jas. E., grain, stocks, provisions.*
Cowan Grain Co., grain, mill feed, seeds, hay.*
General Grain Co., grain merchants.*
Hardeman-King Co., millers, grain dealers.*
Mid-State Grain Co., The, grain & feed mchts.*
Winters Grain Co., grain merchants.*

(Continued on next page.)

*Members Grain and Feed Dealers National Assn.

Grain Dealers Journal, Incorporated. Published on the 10th and 25th of each month in the interest of progressive grain and field seed wholesalers at 309 South La Salle Street, Chicago, Illinois, U. S. A. Price \$2.00 per year. 25c per copy. Entered as second-class matter August 5, 1898, at the post-office at Chicago, Ill., under the act of March 3, 1879. Vol. LXIII, No. 8, October 25, 1929.

Use Universal Grain Code and Reduce Your Telegraph Tolls

Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

OMAHA, NEBR.

Grain Exchange Members.

Butler-Welsh Grain Co., milling wheat and corn.*
Crowell Elevator Co., receivers, shippers.*
Lucke-Gibbs Grain Co., milling wheat and corn.*
Scouler-Bishop Grain Co., wheat, corn, oats.*
Trans-Mississippi Grain Co., receivers and shippers.*
Urdike Grain Co., milling wheat.*

PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.
Cole Grain Co., Geo. W., receivers and shippers.*
Dewey & Sons, W. W., grain commission.*
Feltman Grain Co., C. H., grain commission.
Luke Grain Co., grain commission.*
Miles, P. B. & C. C., grain commission.*
Turner Hudnut Co., receivers and shippers.*
Rumsey, Moore & Co., consignments.*

PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.*
Richardson, Geo. M., grain and feeds.*
Stites, A. Judson, grain and millfeed.*
Tidewater Grain Co., recvrs., shprs., exporters *

PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.*
Rogers & Co., Geo. E., receivers-shippers.*
Stewart & Co., Jesse J., grain and mill feed.*
Walton Co., Sam'l, receivers and shippers.*

*Members Grain and Feed Dealers National Assn.

PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

RANKIN, ILL.

Rankin Grain Co., car lot buyers and shippers.*

RIRIE, IDAHO.

Northern Grain Whse. & Mktg. Co., grain merchants.

ST. JOSEPH, MO.

Grain Exchange Members.

Gordon Grain Co., grain commission.*

SALINA, KAN.

Branson Co., Ted, wheat, corn, oats, kafir, hay.*
Eberhardt-Stumpson Grain Co., mchts. wh. & Coarse gr.*
Smoot Grain Co. operate Salina Terminal Elevator.*

SAN ANTONIO, TEX.

King, Douglas W., carlot distrbtr., hay, grain, seeds.*

ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.*
Langenberg Bros. Grain Co., grain commission.*
Martin Grain Co., grain commission.*
Geo. C. Martin Co., grain commission.*
Morton & Co., grain commission.*
Nanson Commission Co., grain commission.*
Picker & Beardsley Com. Co., grain and grass seed.*
Schwarz Grain Co., receivers and shippers.*

SIDNEY, OHIO.

Chambers, V. E., wholesale grain.
Custenboder & Co., E. T., buyers-sellers grain.*
Wells Co., The J. E., wholesale grain.*

SIOUX CITY, IA.

Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.

TOLEDO, O.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.*
Southworth & Co., grain and seeds.*
Wickenheiser & Co., John, grain receivers, shippers.*

TOPEKA, KANS.

Derby Grain Co., grain merchants.*
Topeka Mills Corp., mlg. wh., consignments.

WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.
Baker Grain Co., The A. F., wheat, corn, oats, kafir.*
Bennett & Co., James E., grain futures, stocks, bonds.
Blood Grain Co., specializing on mill orders-consignments.*
Craig Grain Co., consignments, milling wheat.
Jones Grain & Elevator Co., C. E., consignments.
Kelly Grain Co., Edw., mlg. wheat a specialty.
Simonds-Shields-Lonsdale Grain Co., gen'l gr. mchts.
Smith-McLinden Grain Co., wh., coarse gr., mill feeds.
Stevens-Scott Grain Co., corn, kafir, mltlo.*
Wallingford Grain Co., field seeds, kafir, mltlo.*
Wichita Terminal Elevtr. Co., general elevtr. business.*

WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.*

James Richardson & Sons

LIMITED

GRAIN MERCHANTS AND EXPORTERS

Pioneers in the Grain Trade of Canada Since 1857

Own and operate over 200 Elevators in Western Canada

Terminal Elevator at Port Arthur (Capacity 3½ Million Bushels)

Transfer Elevator at Kingston, Ont.

Correspondents throughout the world.

EXECUTIVE OFFICES

WINNIPEG, MAN.

Head Office
KINGSTON, ONT.

Export Offices
MONTREAL, QUE., VANCOUVER, B. C.

MONTREAL
MOOSE JAW

TORONTO
SASKATOON

Offices:
PORT ARTHUR
CALGARY

WINNIPEG
EDMONTON

BRANDON
VANCOUVER

Members of the principal Grain Exchanges of Canada and the United States

SIoux CITY

Iowa

The firms that greet you on this page are all members of the Sioux City Grain Exchange assuring reliable, dependable service.

We Sell
Corn Oats Wheat
Rye Barley

Direct your Inquiries to a market in the Center of the
Corn Belt

James E. Bennett & Co.
Grain—Stocks—Bonds—Cotton

Terminal Grain Corporation
Operating 1,000,000 bushel Elevator

Flanley Grain Co.
Shippers—Corn—Oats—Barley

Lamson Bros. & Co.
Grain—Stocks—Provisions

Mystic Mills
Millers and Grain Merchants

Eales-Prescott Company
Receivers—Shippers

Fields Grain & Seed Co.
Grain and Mill Feeds

Western Terminal Elevator Co.
Corn and Oats Our Specialty

J. J. Mullaney
Merchandisers—All Grains

Rumsey & Company
Grain Commission

Freeman Bradford, Sec'y, Sioux City Grain Exchange will gladly supply you with detailed information relative to the facilities of this market.

ST. LOUIS

"The Central Market"

Surrounded by the great grain producing areas of the Mississippi Valley desires to serve you—

Located where 26 lines of railroads converge, it has unexcelled transportation from the grain producing areas of Missouri, Illinois, Kansas, Iowa, Oklahoma, Nebraska, South Dakota, Colorado and States further west—

The terminus of eastern trunk lines, and having direct through lines to the gulf including a modern government operated barge line to New Orleans, at a differential of 4 cents per bushel on wheat and 3.64 cents on corn under the rail rate, St. Louis is regarded by foreign buyers as a logical starting point for foreign grain shipments. The lower freight rate by water enhances the price at St. Louis which inures to the benefit of the country shipper—

The enormous flour and feed milling industries of the city, enjoying many in-transit privileges and selling their product for export and to the cotton producing South, also take a large percentage of St. Louis grain receipts—

Give any of these members of the St. Louis Merchants Exchange listed here an opportunity to prove to you the advantages of this market—

Annan-Burg Grain & Mlg. Co.
 Ballard-Messmore Grain Co.
 James E. Bennett & Co.
 Continental Export Co.
 W. J. Edwards Grain Co.
 Fuller-Wooldridge Com. Co.
 Garmon Grain Co.
 Marshall Hall Grain Corporation
 Hunter Grain Co.
 Jostes-Lusk Grain Co.
 Kellogg-Huff Com. Co.
 The Knowlton Grain Co.
 Klosterman-Patton Grain Co.

Toberman Grain Co.

Langenberg Bros. Grain Co.
 Martin Grain Co.
 The Geo. C. Martin Co.
 Morton & Co.
 Nanson Commission Co.
 Orthwein Grain Co.
 Picker & Beardsley Com. Co.
 Schultz & Niemeier Com. Co.
 Schwarz Grain Co.
 Seele Bros. Grain Co.
 J. C. Shaffer Grain Co.
 Stokes-Barkley Grain Co.
 J. H. Teasdale Com. Co.

DULUTH

The Head of the Lakes Market

Having unsurpassed facilities for handling, cleaning and storage of grain. This market is the outlet for the enormous grain crops of the Northwest.

Duluth's position in the grain trade is unquestioned. The tremendous volume of grain handled at this market each year is all the endorsement it needs.

The high calibre of these Board of Trade Members assures you of fair and square dealing.

H. S. Newell & Co.
Atwood-Larson Co.
McCabe Bros. Co.
The Tenney Co.
Becher, Barrett, Lockerby Co.
W. C. Mitchell Co.
F. M. Davies Co.
Globe Elevator Co.
McCarthy Bros. Co.

Occident Terminal Co.
O. E. Martin
Kellogg Commission Co.
Consolidated Elevator Co.
A. D. Thomson & Co.
Itasca Elevator Co.
Cargill Commission Co.
H. L. Hankinson & Co.
Capitol Elevator Co.

Quinn Shepherdson Co.

DULUTH--The Flax Seed and Rye Market of the World

St. Joseph

A Diversified Grain Market

ST. JOSEPH'S grain and milling industry has made greater progress during nine months of 1929 than for the past decade.

Wheat receipts for July, 1929, exceeded the previous largest month in the history of the St. Joseph market by over 100%.

Grain receipts for nine months of 1929 are approximately 22,000,000 bushels, and a total of 28,000,000 bushels for the year is anticipated.

St. Joseph has shown an increase in storage facilities of 133% for the first nine months of 1929; total storage of 3,982,000 bushels January 1st has been expanded to 9,300,000 bushels.

St. Joseph is ideally situated from a freight rate standpoint, and offers excellent switching and terminal facilities, in addition to reliable weights and inspection.

St. Joseph offers an excellent local market in the three flour mills totalling 9,000 barrels daily capacity output, five mixed feed mills, in addition to elevator concerns with a combined capacity of 4,500,000 bushels.

Deal with These Members of the St. Joseph Grain Exchange

Gordon Grain Company
Heald Grain Company
Norton Grain Co.
Art Hoffman Grain Co.
Trans-Mississippi Grain Co.
J. L. Frederick Grain Co.
Dannen Hay & Grain Co.
B. C. Christopher & Co.
Stratton Grain Company

Famo Feed Milling Co.
Farnum, Winter & Co.
Updike Grain Co.
The Geiger Grain Co.
Goffe & Carkener, Inc.
The Quaker Oats Company
McKee Grain Co.
Hauber Hay & Grain Co.
Burlington Public Elevator Co.

Larabee Flour Mills Co.

MILWAUKEE

Why the Milwaukee grain market retains its supremacy and the Chamber of Commerce sustains a leading position in the face of keen competition can be told briefly:

Milwaukee at all times has a big, broad market for all Grains.

Its shipping facilities are among the best on the Great Lakes, and its harbor is one of the most secure and ample.

Its industrial consumption provides an active demand all the year.

It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Millers, Exporters and Country Shippers are invited to investigate the advantages to be derived by dealing with any of these Milwaukee Chamber of Commerce Members.

B. J. Aston, Inc.
L. Bartlett & Son Grain Co.
Beach & Pierce
W. M. Bell Co.
Buerger Commission Co.
Roy I. Campbell
Cargill Grain Co.
Deutsch & Sickert Co.
Donahue-Stratton Co.
Franke Grain Co.
Fraser-Smith Co., Ltd.
Froedtert Grain & Malting Co.
Johnstone-Templeton Co.

P. C. Kamm Co.
Leonard J. Keefe
E. J. Koppelkam
La Budde Feed & Grain Co.
J. V. Lauer & Co.
Lawrie & Larson
Milwaukee Grain Commission Co.
Mohr-Holstein Commission Co.
W. G. Moorhead & Company
Owen & Bros. Co.
F. J. Phelan Co.
M. G. Rankin & Co.
The Riebs Co.

"You Can Do Better in Milwaukee"

INDIANAPOLIS

offers exceptional opportunities to shippers of all grains. Its local consumption is large and its many diverging lines of railroads enable it to serve great consuming districts in the East and South.

It is the railroad terminal for Western, Eastern and Southern lines. Its main line connections between East and West guarantee prompt handling. Indianapolis has ample and efficient grain handling facilities and its advantageous location makes it the convenient market for your grain.

The thorough service rendered by the Indianapolis grain firms assures you of complete satisfaction on shipments to this market.

Acquire the Indianapolis habit and ship to any of these Board of Trade Members.

Hart Bros. Grain Co.
The Lew Hill Grain Co.
C. Wm. Maibucher Grain Co.
Bert A. Boyd Grain Co.
Frank A. Witt Co.
Steinhart Grain Co.
H. E. Kinney Grain Co.
The Cleveland Grain Co.
Hayward-Rich Grain Co.

James E. Bennett & Co.
Berry Grain Co.
The Early & Daniel Co.
Lowell Hoit & Co.
National Elevator Co.
Indiana Brokerage Co., Inc.
Mid West Elevator Co.
Winslow-Evans Co.
The Indiana Seed Co.

Board of Trade
Members

KANSAS CITY

Board of Trade
Members

SIMONDS-SHIELDS-LONSDALE GRAIN CO.

Kansas City, Mo.

Specializing in Southwestern Corn

Wire Us for Prices

Capacity 5,500,000 Bushels

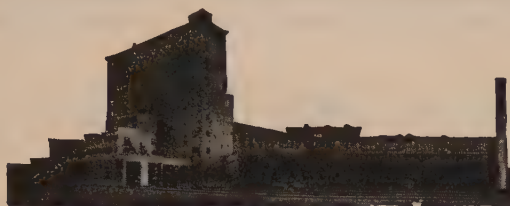
DAVIS-NOLAND-MERRILL GRAIN CO.

Board of Trade
Kansas City, Mo.

Operating

SANTA FE ELEVATOR "A"
6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.

WOLCOTT & LINCOLN

Incorporated

Operating Alton Elevator

CONSIGNMENTS

Future orders executed in all markets
801-810 Board of Trade, Kansas City
Hutchinson, Kans. Salina, Kans.
Wichita, Kans. Dodge City, Kans.

We Solicit Your Consignments

Lawless Grain Co.

836-39 Board of Trade
Kansas City, Mo.



UHLMANN GRAIN CO.

Board of Trade - Kansas City
87 Board of Trade - Chicago
N. P. Anderson Bldg. - Fort Worth, Tex.
Produce Exchange - New York City
Operators of Katy Elevator, 2,300,000 bushels capacity, at Kansas City

A. C. DAVIS GRAIN CO.

Grain Commission
Mill Orders a Specialty

Consignments and Future Orders Solicited
KANSAS CITY, U. S. A.

SHANNON GRAIN COMPANY 1124 Board of Trade
CONSIGNMENTS KANSAS CITY, MO.

CONSIGN
ERNST-DAVIS COM. CO.
Kansas City

WHEAT
and
OATS

NORRIS GRAIN CO.

Norris Elevator—Murray Elevator

CORN
and
BARLEY

A Service of 51 Years Handling Consignments and Futures

B. C. CHRISTOPHER & COMPANY

200-206 Board of Trade, KANSAS CITY, MO.

BRANCH OFFICES—Wichita, Hutchinson, Salina, Great Bend, Dodge City, Liberal, Topeka, Independence, Concordia, Atchison, Hays, Kansas.
St. Joseph, Springfield, Sedalia, Joplin, Mo. Hastings, Nebr. Burlington, Colo.

Corn Exchange
Members

BUFFALO

Corn Exchange
Members

Send your consignments to

Seymour-Wood Grain Co.

BUFFALO,

N. Y.

J. G. McKILLEN, INC.
RECEIVERS

Consignments a Specialty
BUFFALO NEW YORK

"All Your Needs in Grain and Feeds"

SUNSET FEED AND GRAIN CO. Inc.

Chamber of Commerce - Buffalo, N. Y.
CONSIGNMENTS SOLICITED

UHLMANN GRAIN COMPANY**CHICAGO****KANSAS CITY***Private Wires*—CHICAGO

NEW YORK

KANSAS CITY

MEMBERS

Chicago Board of Trade
 Kansas City Board of Trade
 Minneapolis Chamber of Commerce
 New York Produce Exchange

Winnipeg Grain Exchange
 Duluth Board of Trade
 Fort Worth Grain and Cotton Exchange
 New York Rubber Exchange
 New York Coffee and Sugar Exchange

Chicago Curb Exchange
 New York Cotton Exchange
 New York Cocoa Exchange
 National Metal Exchange

Rosenbaum Grain Corporation

GRAIN MERCHANTS
 EXPORTERS—IMPORTERS

Chicago, Ill.

Cash and Futures

Private Wires

STRATTON GRAIN COMPANY*Grain Merchants***CHICAGO, ILL.**

Operating Elevators at

CHICAGO**ST JOSEPH, MO.****DEPOT HARBOR, ONT.****COLLINGWOOD, ONT.****PORTLAND, ME.****J. C. Shaffer Grain Co.****Grain Merchants****Trades in Grain Futures—Stocks, Bonds and Cotton****111 West Jackson Boulevard, opposite Board of Trade****Chicago, Ill.****BRANCH OFFICES**

Springfield, Ill.
 Bushnell, Ill.

Bloomington, Ill.
 Danville, Ill.

Champaign, Ill.
 Hoopeston, Ill.

Peoria, Ill.
 Rochelle, Ill.

Decatur, Ill.
 Indianapolis, Ind.

St. Louis, Mo.
 Jacksonville, Ill.

PRIVATE WIRES

Direct Communication with Chicago Board of Trade Exchange Floor

CONSIGNMENTS

Solicited for: Chicago, Peoria, St. Louis, Indianapolis

BUYERS AND SHIPPERS

SPECIAL WIRE AND SALESMAN SERVICE

LAMSON BROS. & CO.

166 W. Jackson Blvd.

Established 1874

Chicago, Ill.

**GRAIN
STOCKS
PROVISIONS**

J. H. DOLE & COMPANY

ESTABLISHED 1852

COMMISSION MERCHANTS

We solicit your consignments of grain and seeds, and sales to arrive on our record of

*Seventy-Seven Years of Honorable Business Methods
in Handling Accounts of Grain Shippers*

Always alert in your interests

15 Board of Trade
PEORIA, ILL.

327 So. La Salle St., Chicago, Ill.

511 Merchants Exchange
ST. LOUIS, MO.

CROSS, ROY & HARRIS, INC.

POSTAL TELEGRAPH BUILDING, CHICAGO

GRAIN — STOCKS

We Specialize in Hedging and Spreading Operations, Between Terminal Grain Markets

LET US ADVISE YOU

MEMBERS:

Chicago Board of Trade—Winnipeg Grain Exchange—Minneapolis Chamber of Commerce—Duluth Board of Trade

Consignments Solicited

Orders for Futures Executed

BARTLETT FRAZIER CO.

GRAIN MERCHANTS

111 W. Jackson Blvd.

CHICAGO

Telephone Wabash 2310

Receivers, Buyers and Shippers

Ample Elevator Capacity

Terminal Houses at Chicago, Indiana Harbor, Manitowoc

Our bids on grain to arrive and all current market information
may be had by phone or wire from our branch offices in

ST. LOUIS

KANSAS CITY

MINNEAPOLIS

DULUTH

NEW YORK

OMAHA

BALTIMORE and TOLEDO

*We want your business not later
—but today*

*Especially Consignments
GRAINS ALL WAYS*

McKENNA & STRASSER

877 Rand-McNally Bldg., Chicago

RUMSEY & COMPANY

COMMISSION MERCHANTS

Rand-McNally Bldg.

Chicago, Illinois

BUYERS AND SELLERS

of Grain Elevators. You can make your wants
known quickly by advertising in the "Elevators
for Sale and Wanted" columns.

JOHN E. BRENNAN & CO. GRAIN and SEEDS

COMMISSION MERCHANTS

CHICAGO

Board of Trade
Members

CHICAGO

Board of Trade
Members

James E. Bennett

GRAIN
PROVNS
SUGAR

& Co.

STOCKS
BONDS
RUBBERMEMBERS
CHICAGO BOARD OF TRADE
AND ALL PRINCIPAL EXCHANGES
— PRIVATE WIRES —

Ask for Bids

WHEAT, CORN, OATS,
RYE, BARLEY, SEEDS

CONSIGNMENTS

and orders in Futures Solicited and
properly cared for in all Leading MarketsST. LOUIS KANSAS CITY
Merchants Exchange Board of TradeINDIANAPOLIS
717 Board of TradePEORIA CAIRO
11 Board of Trade 403 Board of Trade
332 So. LaSalle St. Chicago

DOERN-SCARRITT-HANNAH CO.

Formerly POPE & ECKHARDT CO.
COMMISSION MERCHANTS

111 W. Jackson Street

Consignment and your offers of Grain To
Arrive will always receive close attention.

Harris, Winthrop & Co.

11 Wall Street, New York
The Rookery, Chicago

GRAIN COMMISSION

Members of Principal Exchanges

LOGAN & BRYAN

4TH FLOOR, BANKERS BLDG., CHICAGO
Branch Office, Congress Hotel
BROKERSStocks, Bonds, Cotton, Grain, Copper
Sugar, Cotton Seed Oil, Provisions
Private Wires Atlantic to Pacific

E. W. BAILEY & CO.

843 Rand-McNally Bldg., CHICAGO

Commission Merchants

Receivers and Shippers of

GRAIN, SEEDS, PROVISIONS

Clement Curtis & Co.

The Rookery Bldg., Chicago

Members of all principal Exchanges.
Private wire service to all leading cities
in this country.

GARHART CODE HARWOOD CO.

Grain Commission

111 W. Jackson St. CHICAGO

There is no better time to adver-
tise than the present. Better
start before your competitor
Writes the JOURNAL today.

RECEIVERS, SHIPPERS AND BROKERS

Send Your Offerings to

The Abel-Whitman Co., Inc.

Grain — Feed — Brokerage

511 Produce Exchange, New York, N. Y.

General Grain Merchants

Write — Wire

TED BRANSON CO.

Salina, Kansas

Member Grain Dealers Nat'l Ass'n

E. H. BEER & CO., INC.

Successors to

Chas. England & Co., INC.

GRAIN—HAY—SEEDS

Commission Merchants

308-310 Chamber of Commerce, Baltimore

Barnes-Ames Co.

GRAIN MERCHANTS

Duluth

New York

Upon readers patronage of its
advertisers depends the success of
the *Grain Dealers Journal* work
Will you mention it?

L. W. FORBELL & CO.

Strictly Commission Merchants
Specialists in WHEAT, CORN, OATS

Consignments Solicited

340-342 Produce Exchange, NEW YORK, N. Y.

Grain and Hay
Exchange Members

PITTSBURGH

Grain and Hay
Exchange Members

Geo. E. Rogers & Co.

WABASH BUILDING

PITTSBURGH, PA.

RECEIVERS—SHIPPERS
GRAIN—HAY
MILLFEED—FLOUR

JESSE C. STEWART CO.

GRAIN and FEED

Own and Operate the
IRON CITY GRAIN ELEVATOR
PITTSBURGH, PA.

Branch Office at Clarksburg, W. Va.

HARPER GRAIN CO.

Wabash Building

Modern elevator facilities
at your command.

SAMUEL WALTON CO.

Established 40 Years

RECEIVERS AND SHIPPERS

Grain, Hay, Straw and Feed

Empire Building, PITTSBURGH, PA.

Enclosed please find \$2.00 for my sub-
scription to your valuable Journal. I
could not do without it.—M. J. Connors,
Gilchrist & Co., Lawler, Iowa.By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you
help it to more efficient work in improving grain trade conditions.

DENVER

A busy grain and milling center equipped to handle shipments promptly. A quick, active market featuring beans in addition to all grains. Any Grain Exchange member listed below is equipped to serve you.

The Conley-Ross Grain Co.
Wholesale Grain

The Ady & Crowe Mercantile Co.
Grain, Hay, Beans.

Rocky Mountain Grain Co.

Grain Merchants—Export and Domestic

Houlton Connell Grain Co.

Wholesale Grain.
Get in touch with us.

Kellogg Grain Co.
Receivers shippers of all kinds of grain.

Note:—All grain bought by members of the Denver Grain Exchange which is graded at Denver and which does not come up to contract grade is discounted by three disinterested members of the Exchange when discount is not provided for in the contract.

Chamber of Commerce
Members

MINNEAPOLIS

Chamber of Commerce
Members

HALLET & CAREY CO.
Grain Merchants
Minneapolis Duluth Winnipeg

CEREAL GRADING COMPANY
CHAMBER OF COMMERCE, MINNEAPOLIS, MINN.
GRAIN We Buy, Sell, Store and Ship all Kinds of Grain, Choice Milling Wheat and Rye Selected by Expert Buyers. Own and Operate Elevator "L"

Say you saw it in the
Journal
When you write our advertisers
Thanks

McCaull-Dinsmore Co.
Grain Merchants
Minneapolis Duluth

Fraser-Smith Co.
GRAIN
Minneapolis - Milwaukee Cedar Rapids

Board of Trade
Members

DES MOINES

Board of Trade
Members

Des Moines Elevator & Grain Co.
DES MOINES, IOWA
Terminal and 12 country stations. Capacity 1,000,000 bushels
We specialize in Oats and High Grade Corn
Oats sacked for Southern Trade.

LOCKWOOD GRAIN, Inc.
Des Moines, Iowa
We Buy and Sell
CORN and OATS

Produce Exchange
Members

TOLEDO

Produce Exchange
Members

JOHN WICKENHISER & CO.
Wholesale Grain Dealers
TOLEDO, OHIO
We make track bids and quote delivered prices. Solicit Consignments of Grain and Clover Seed. Members Toledo Produce Exchange and Chicago Board of Trade.

SOUTHWORTH & CO.
Grain, Seed, Cotton
Southworth's Weekly Review
FREE to all within our business range

Reliable Service on
Consignments & Futures
Since 1887
H. W. De Vore & Co.
Toledo, Ohio

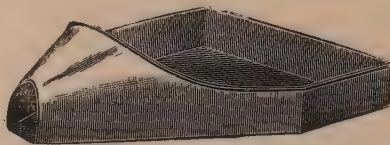
**Use Universal Grain Code
and Reduce Your Telegraph Tolls**

Board of Trade
Members**PEORIA**Board of Trade
Members**P. B. and C. C. Miles**Established - 1875
Incorporated - 1910Peoria, Illinois
Handling Grain on Commission Our Specialty**Turner-Hudnut Company**
Receivers **GRAIN** Shippers
42-47 Board of Trade**Rumsey, Moore & Co.***Solicits Your Consignments*

Board of Trade Peoria, Ill.

W. W. DEWEY & SONS**COMMISSION MERCHANTS**

33-35 Board of Trade PEORIA, ILL.

SAMPLE PANS

Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light and durable. The dull, non-reflecting surface of the metal, which will not rust or tarnish, assists the user to judge of the color and detect impurities. Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00. Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65.

Send All Orders to

GRAIN DEALERS JOURNAL, 309 So. LaSalle St., Chicago, Ill

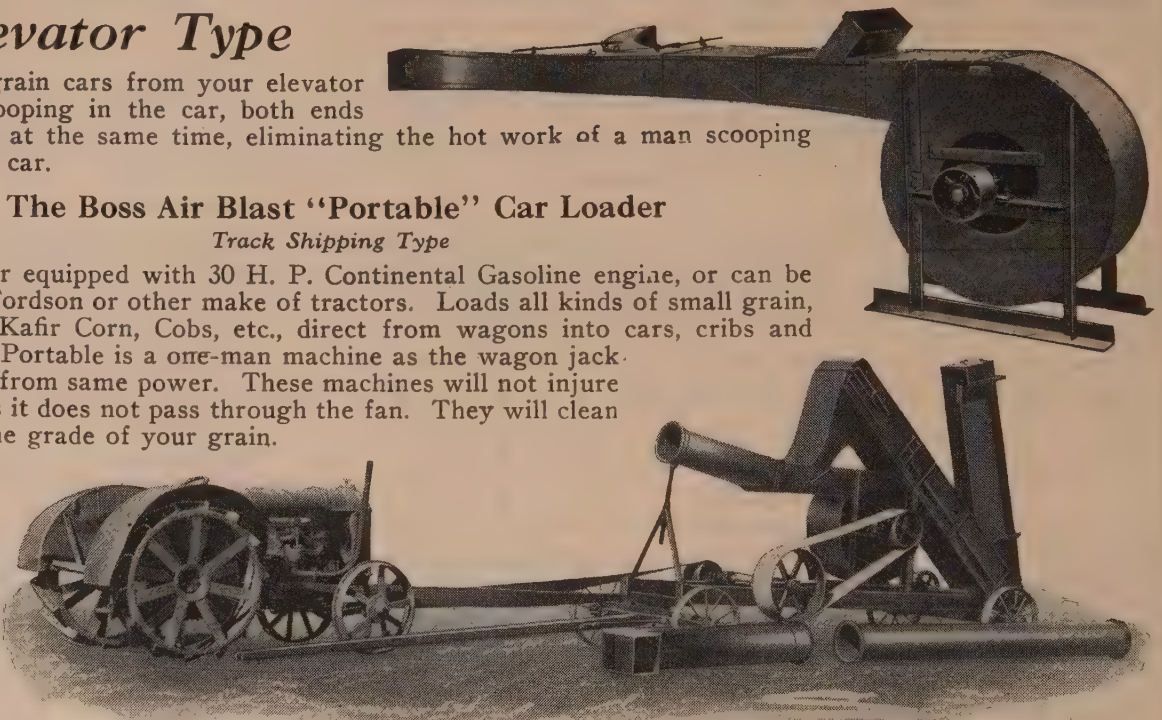
The Boss Air Blast Car Loaders
Elevator Type

Will load grain cars from your elevator without scooping in the car, both ends being filled at the same time, eliminating the hot work of a man scooping back in the car.

The Boss Air Blast "Portable" Car Loader*Track Shipping Type*

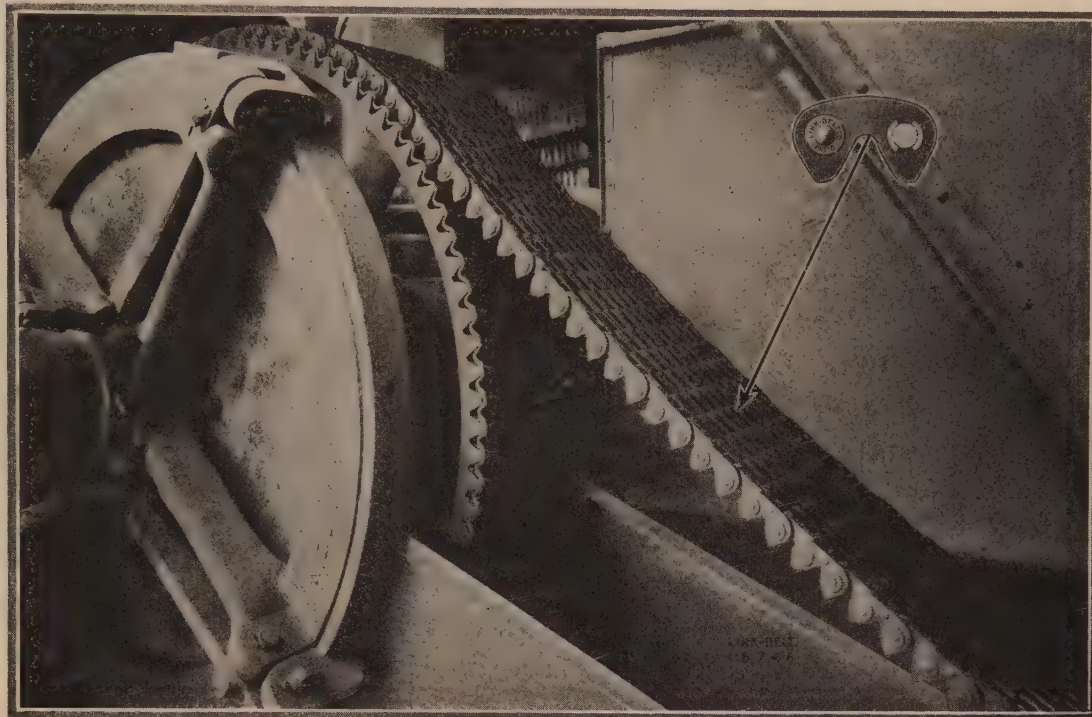
This Loader equipped with 30 H. P. Continental Gasoline engine, or can be driven by Fordson or other make of tractors. Loads all kinds of small grain, Ear Corn, Kafir Corn, Cobs, etc., direct from wagons into cars, cribs and bins. This Portable is a one-man machine as the wagon jack is operated from same power. These machines will not injure the grain as it does not pass through the fan. They will clean and raise the grade of your grain.

Write for Catalog F and prices and let us show you how these machines will make you money.

**Maroa Manufacturing Co.****Maroa, Ill.**

SOME GRAIN DEALERS have realized a fortune from the offerings others overlooked. Our advertising pages as well as our reading matter columns present real opportunities to alert readers. Better keep your eyes open and look around as the entire contents of the Journal are prepared especially for you.

Silent Chain—the Ideal Drive for Grain Elevators



Link-Belt Silent Chain Drive (first reduction) on Elevator head in grain elevator of Port of Houston, Texas. Second reduction made by a Link-Belt Roller Chain Drive

GRAIN elevator operators everywhere have attested the supremacy of the Link-Belt Silent Chain Drive, which is but natural when its advantages and many years of efficient, trouble-free service to the industry are "weighed in the balance."

Quiet in operation—98.2% efficient—equally efficient on long or short centers, and in any kind of weather—no slippage, no undue journal friction, and no fire hazard from sparking, as with rubber or leather belt drives.

Flexible as a Belt—Positive as a Gear—More Efficient Than Either—such are the Link-Belt Silent Chain Drives in the grain elevator of the Port of Houston, Texas, one of which is here illustrated. The Director of the Port says they have given excellent service.

Similar satisfaction can easily be yours; and up to 60 H.P., drives can be delivered immediately from stocks near you. Send today for Silent Chain Drive Data Book No. 125 and Stock List No. 725.

LINK-BELT COMPANY

Leading Manufacturers of Elevating, Conveying, and Power Transmission Chains and Machinery

CHICAGO, 300 W. Pershing Rd. INDIANAPOLIS, 501 N. Holmes Ave. PHILADELPHIA, 2045 W. Hunting Park Ave. SAN FRANCISCO, 19th & Harrison Sts.
Other Offices in Principal Cities

3798

LINK-BELT

SILENT CHAIN DRIVES

Belt Conveyor Idlers by Sprout-Waldron

This shows the belts in the Port Richmond Grain Elevator, Phila., Pa., that carry grain to vessels at the rate of 15,000 bushels per hour per belt.

Carrying Idlers are Monarch Anti-Friction Type, extra heavy construction, Alemite force Lubrication eliminates necessity of frequent lubrication.

We make a complete line of grain Handling Equipment and have prepared a special Catalog to show it. You can secure a copy by asking for Catalog GG.



Sprout, Waldron & Co., 1202 Sherman St., Muncy, Pa.

Chicago Office: 9 So. Clinton Street

Kansas City Office: 612 New England Bldg.

Flour Mill and Feed Mill Machinery — Grain Handling Equipment — Power Transmission

DITRIDE No. 1

A proven Weevil and Moth exterminator based on materials recommended by the United States Department of Agriculture.

Approved by Mutual Underwriters as non-inflammable and non-explosive

100% ACTIVE

DITRIDE No. 2

A similar product for Weevil extermination Approved by both Bureau of Explosives and Fire Underwriters' Laboratories (as to fire and explosion).

100% ACTIVE

Thompson-Hayward Chemical Company

Kansas City, Missouri

Inquiries Solicited

Leaky Cars

You Know What They Cost

Kennedy Car Liners

SOLVE THIS PROBLEM

Prevent Leakage of Grain In Transit

**NO WASTE — EFFECTIVE
INEXPENSIVE — EASILY INSTALLED**

We Have Car Liners to Take Care of All Cases of Bad Order Cars

Inquiries for Details Invited.

The Kennedy Car Liner & Bag Co.

Shelbyville—Indiana

Canadian Plant At Woodstock, Ont.

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½ x 13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AAA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9¼ x 12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½ x 12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½ x 13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade lined ledger paper. Each page is 10½ x 15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain Dealers Journal

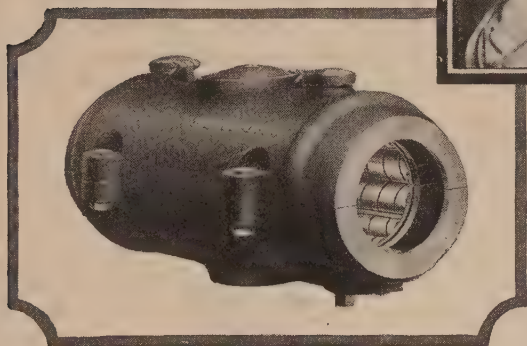
309 South La Salle St., Chicago, Ill.

Line Shaft Economy What about it?

If your transmission equipment is modern, Hyatt Line Shaft Roller Bearings complete the modernity by adding the finishing touch of power saving.

If your transmission equipment is antiquated and should be modernized consider now that when a changeover is made Hyatt Line Shaft Bearings fit most every type of hanger and are installed without taking down the shafting, or removing pulleys or couplings.

The Hyattway is the Right Way. Both box and bearing are split for easy installation as illustrated.



The outside box is split—so are the roller assemblies, making for easy installation. Any millwright in your shop can install a Hyatt bearing in the same time he can take out a babbitted one.

Hyatt Line Shaft Bearings make possible a saving of 15% of your total power bill—a statement of a proved fact. It is a temptation to promise substantially greater economy . . . for records, letters from users, actual tests, often show greater returns.

Call in the nearest Hyatt distributor (write us if you don't know him); tell him you want to be shown. Then you will see for yourself why Hyatt Line Shaft Roller Bearings are economical, dividend-paying production equipment.

HYATT ROLLER BEARING COMPANY

Newark

Detroit

Chicago

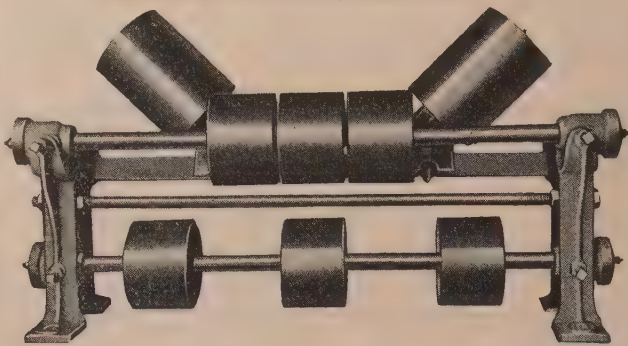
Pittsburgh

Oakland

HYATT

LINE SHAFT ROLLER BEARINGS

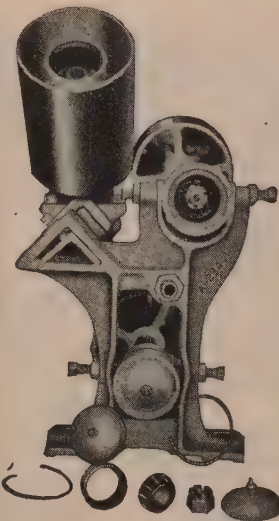
PRODUCT OF GENERAL MOTORS



CONVEYING EQUIPMENT

Equipped with

TIMKEN ROLLER BEARINGS



IT IS now possible to secure more efficient conveying equipment. It is manufactured by "Ehrsam" and equipped with Timken roller bearings. This type of conveying equipment makes for greatly increased economy and efficiency in operation.

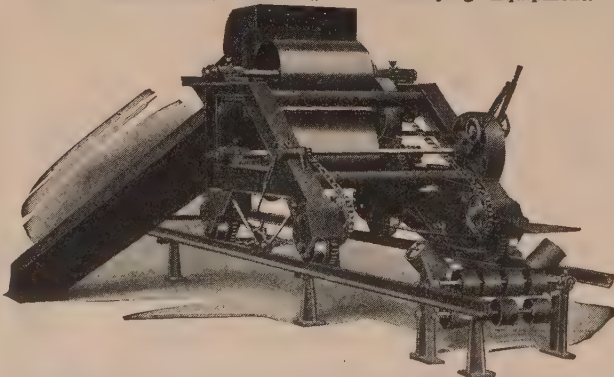
"EHR SAM"

Grain Handling & Milling Equipment

Ehrsam manufactures a complete line of grain handling and milling equipment. For over fifty years they have pioneered in equipment of this type. This insures complete satisfaction when ordering Ehrsam equipment.

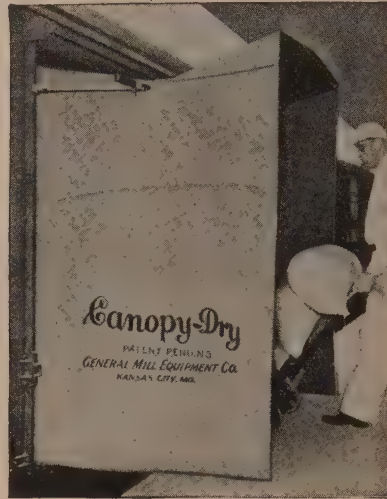
J. B. Ehrsam & Sons Mfg. Co. ENTERPRISE, KANSAS

Manufacturers of Machinery for Flour Mills; Grain Elevators; Cement Plaster Mills; Salt Plants; Coal Handling and Rock Crushing Systems; Fertilizer Factories; Power Transmission, Elevating and Conveying Equipment.



The illustration shows the Ehrsam heavy duty self-propelling tripper. Equipped with roller bearings or collar oiling bearings and either worm gear or friction drive. A very efficient machine.

Bad Weather is just around the corner



You can provide rain and storm insurance against damage to your product.

You can avoid personal injuries to your loading crew.

You can cut costs by providing against delays in loading.

And all by a small investment in the

"Canopy-Dry"

Easily and quickly attached to any car door opening—made collapsible for easy handling.

Adjustable to any height desired and for a lateral movement of 24 inches inwardly or outwardly from car door opening.

Cantilever tubular construction—frame of car door supporting entire canopy.

Covered with heavy waterproof duck—easily replaced when required.

Standard size 5 feet long, 5 feet wide, 7 feet high. Total weight 40 pounds.

Price \$50.00, F. O. B. Kansas City, Mo.

Quantity prices on application. Special sizes to order.

General Mill Equipment Co.

2021-2023 Pennsylvania Ave.

Kansas City, Mo.

WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books
Attrition Mill
Bag Closing Machine
Bags and Burlap
Bearings { Roller
 { Ball
Belting
Bin Thermometer
Bin Valves
Bleachers and Purifiers
Boots
Buckets
Car Liners
Car Loader
Car { Puller
 { Pusher
Car Seals
Cipher Codes
Claim (R. R.) Collection
Clover Huller
Coal Conveyor
Corn Cracker
Conveying Machinery
Distributor
Dockage Tester
Dump
Dust Collector
Dust Protector
Elevator Leg
Elevator Paint
Feed Formulas
Feed Ingredients
Feed Mixer { Dry
 { Molasses
Feed Mill
Fire Barrels
Fire Extinguishers
Friction Clutch
Grain Cleaner
Grain Drier
Grain Tables
Hammer Mill

Head Drive
Leg Backstop
Lightning Rods
Loading Spout
Magnetic Separator
Manlift
Moisture Tester
Motor Control
Mustard Seed Separator
Oat Clipper
Oat Huller
Plans of Grain Elevators
Portable Elevator
Power { Oil Engine
 { Motors
Power Shovel
Railroad Claim Books
Renewable Fuse
Rope Drive
Safety Steel Sash
Sample Envelopes
 { Truck
Scales { Hopper
 { Automatic
Scale Tickets
Scarifying Machine
Screw Conveyor
Seed Treating { Machine
 { Chemicals
Separator
Sheller
Siding-Roofing { Asbestos
 { Steel or Zinc
Silent Chain Drive
Speed Reduction Units
Spouting
Storage Tanks
Testing Apparatus
Transmission Machinery
Waterproofing (Cement)
Weevil Exterminator
Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago

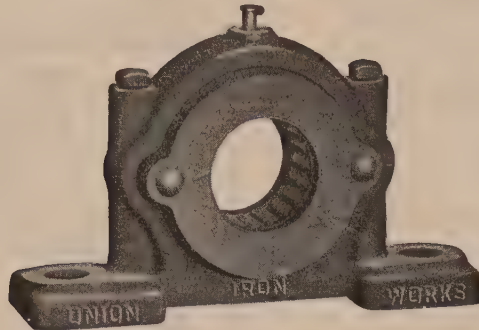
IMPORTANT

ANNOUNCING

IMPORTANT

HYATT ROLLER BEARING

WESTERN
SHELLERS AND CLEANERS
AND
LINE SHAFT EQUIPMENT



HYATT ROLLER BEARING
—PILLOW BLOCK—

WRITE FOR CIRCULAR GIVING COMPLETE DATA

UNION IRON WORKS, DECATUR, ILL.

Confirmation Blanks Simple-Complete-Safe

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs and returns one and keeps the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

The use of these confirmations makes for safer business. Spaces are provided for recording all essential conditions of each trade.

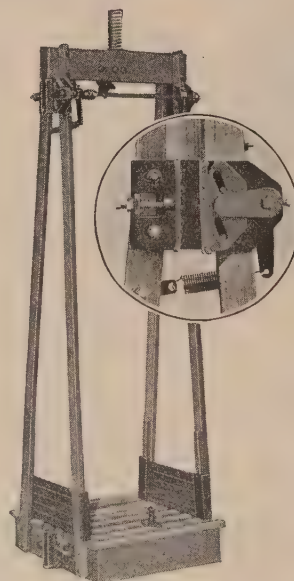
Fifty confirmations in triplicate and two sheets carbon bound with pressboard and wire stitched, size 5¼"x8¼".

Order Form 6 CB, Price 90 cts.

Grain Dealers Journal
309 S. La Salle Street CHICAGO, ILL.

THE NEW MANLIFT

"RIDE-SAFE"



Beyl Design

is now ready to insure you. Order today before your first trip up is the last one down!

"RIDE-SAFE"

Tells the story in the name. Its factor of safety exceeds anything on the market.

50 ft. Complete

\$75.00

Less Counterweight

\$65.00

You value your life many times this cost. Why risk it?

LINK BELT SUPPLY CO.

MINNEAPOLIS, MINN.

EXCLUSIVE MANUFACTURERS

WINTER TESTS THE SAFETY OF YOUR HEATING EQUIPMENT

PREVENT FIRE
BY SAFE FURNACES AND
STOVES AND
STANDARD CHIMNEYS

NOT TOO LATE TO PREPARE
FOR WINTER

Our Engineering Department is at your
service.

Write your Mill Mutual Insurance Company
or this office for particulars.

MUTUAL FIRE PREVENTION BUREAU
230 East Ohio Street — CHICAGO, ILL.



Defective Flues

take a surprisingly large toll every winter in burned elevator property. The prudent property owner will make a careful examination of his flues and heating apparatus in time to make necessary repairs before the heating season begins.

Have you checked yours?

GRAIN DEALERS NATIONAL MUTUAL FIRE INS. CO.
INDIANAPOLIS, INDIANA

J. J. Fitzgerald
Secretary & Treasurer
Indianapolis, Ind.

C. R. McCotter
Asst. Secy. and Western Mgr.
Omaha, Neb.

Western Grain Dealers Mutual Fire Insurance Company

DES MOINES, IOWA
J. A. KING, President
A Legal Reserve Mutual Fire Insurance Company

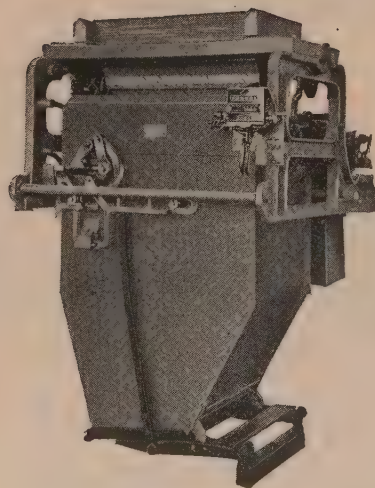
TRI-STATE MUTUAL GRAIN DEALERS FIRE INSURANCE CO.

LUVERNE, MINN.
We write Fire and Tornado Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.
OVER HALF A MILLION DOLLARS RETURNED TO OUR POLICYHOLDERS IN 26 YEARS
ASK ABOUT OUR SAVING PLAN

E. A. Brown, Pres.
W. J. Shanard, Vice-Pres.

W. Z. Sharp, Treasurer
E. H. Moreland, Secretary

Install the Richardson All-Automatic Grain Shipping Scale



for efficient loading and accurate weighing

Every car load shipment of wheat, corn, or oats weighed over a **Richardson** is weighed accurately. No poises to be set back to zero. No adding up and writing down of totals to invite mistakes. No time lost.

Load the car and print the weight. Then in the event of loss through leakage, theft, or accident, **you are protected** and have proof of the loading weight.

Remember, the Richardson Automatic Scale costs least to install, costs least to operate, and has the lowest maintenance costs.

RICHARDSON SCALE COMPANY

CLIFTON, NEW JERSEY

WICHITA

BOSTON

OMAHA

GULFPORT

PITTSBURGH

CHICAGO

LOS ANGELES

NEW YORK

MINNEAPOLIS

Scale Ticket Copying Book

Contains 150 leaves of scale tickets, four to a leaf. Each leaf folds back and with the use of a sheet of carbon makes a complete and perfect copy of the original on the stub which remains. The original tickets form the outer half of page, so the removal of any ticket does not release the others.

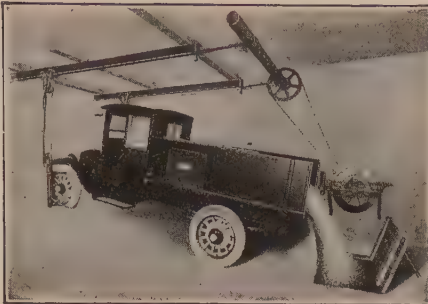
Each ticket has spaces for the following record: No., Date, Load of, From, To, Gross lbs., Tare lbs., Net lbs., Net bu., Price per bu., Test, Man On-Off, and Weigher's Signature. Size 9 1/2 x 11 inches. Printed on good paper. 5 sheets of carbon. Order Form No. 73, \$1.55; weight 2 lbs.

Grain Dealers Journal
309 So. La Salle St., Chicago, Ill.

I Am the Man You Want

I can fill that position you have open—fill it perfectly, to your satisfaction. Tell me where to find you in a

Grain Dealers Journal
Want Ad.



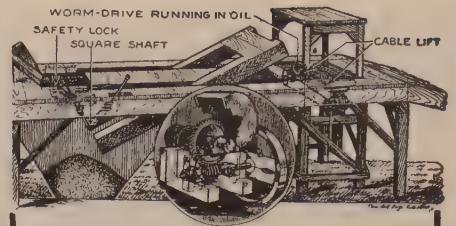
ONE USER SELLS MANY OTHERS

Its being always ready for operation, either by hand or power, and dumping from the shortest wagon to the longest truck in one single dump door, as well as dumping in additional dump doors, should condition demand; its small amount of power required; low cost of installation; strength and durability, as well as perfect control in both raising and lowering vehicles, are a few of the many superior points of advantage, and are features which enable us to offer the best and most simple and most economical dump at a reasonable price, both in first cost, installation cost and cost of operation.

Circular, fully describing detailed construction of this dump, as well as the operation, and giving plans for installation, from which you can determine how this dump would fit in your driveway, will be mailed upon request.

Address

L. J. McMILLIN
525 Board of Trade Bldg.
INDIANAPOLIS, INDIANA



NEWELL CONSTR. & MACHINERY CO.
Cedar Rapids, Iowa
Originators of the Electric Truck Dump

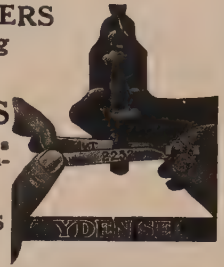
10,000 SHIPPERS
Are now using

TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent
CLAIM LOSSES
Write for samples and prices.

INTERNATIONAL SEAL & LOCK CO.
Railway Exchange Bldg., Chicago, Ill.



Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.
H. S. COVER
Box 404 South Bend, Ind.



Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9 1/2 x 12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form No. 385. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10 1/2 x 16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3 1/4 lbs. Order Form 14AA. Price \$3.75.

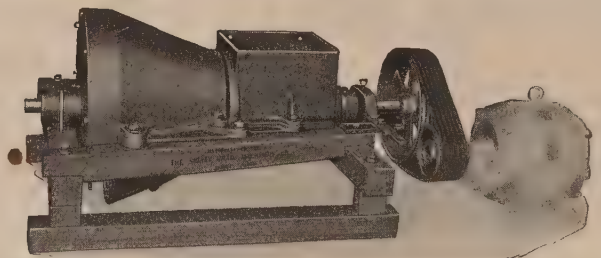
Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10 1/2 x 15 1/2 inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9 1/2 x 12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2 1/2 lbs. Order Form 20. Price \$3.00.

Grain Dealers Journal
309 South La Salle St., Chicago, Ill.

Sidney Corn Shellers

Hyatt Equipped



Can Now Be Furnished with Tex-Rope Drive.

All shellers are adjustable for different kinds and sizes of corn.

Made in five sizes 80 to 1,500 bushels per hour. Available in several styles.

Be prepared to do a bigger and better shelling business. These shellers cost so little and do so much you can't afford to be without one.

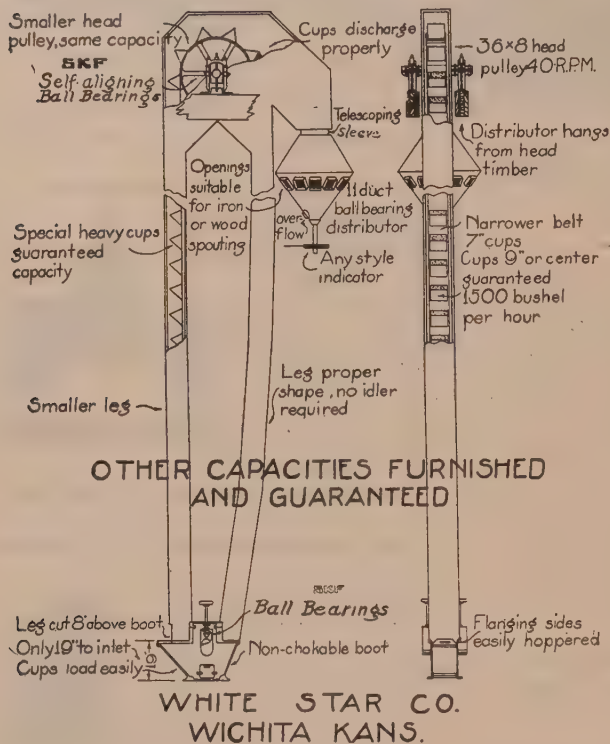
Send for descriptive literature

The Sidney Grain Machinery Co.
Sidney, Ohio

Complete Equipment for Grain Elevators
and Feed Mills

GRAIN ELEVATOR BUILDERS

OUR GUARANTEED CAP. ELEVATOR LEG



Younglove Construction Company

Grain Elevators, Transfer Houses,
Coal Pockets, Feed Plants
Wood or Fireproof Construction

**"If Better Elevators are Built
They will STILL be Youngloves"**

SPECIALIZING
Concrete Pits that ARE Waterproof

418 Iowa Bldg.,
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

THE VALUE

OF AN ADVERTISEMENT

Depends upon placing it before the right persons. You can get your advertisements before the grain dealers of the country by using this space.

Tell us what you need for your elevator and we will tell you where to get it.

CRAMER BUILT

elevators have won the confidence of discriminating grain dealers for long and economical service.

**W. H. CRAMER
CONSTRUCTION CO.**
North Platte, Nebr.

Plans and Specifications Furnished

The Star Engineering Company

Specialists in
Grain Elevator Construction

Our elevators stand every test
Appearance, Strength, Durability
and Economy of Operation

Estimates and information promptly furnished

Wichita, Kansas

E. H. CRAMER

Hampton, Nebraska

Designer and Builder of
Grain Elevators

Geo. W. Quick & Sons

Tiskilwa, - - - Illinois

Designers and Builders
Concrete Grain Elevators
Waterproof Pits a Specialty

Weller Metal Pdts. Co.

Chicago Office Factory
505 Webster Bldg. Hammond, Ind.
SHEET METAL WORK
Grain Elevators a Specialty

L. J. McMILLIN

Engineer and Contractor of
GRAIN ELEVATORS

Any Size or Capacity
523 Board of Trade Bldg., Indianapolis, Ind.

WILLIAMS CONSTR. CO.

Specializing in
Building and Repairing
Country Elevators
3321 Shawnee Ave. Des Moines, Ia.

A. F. Roberts Construction Co.

Sabetha, Kansas
ERECTS
Elevators
Corn Mills
Warehouses
FURNISHES
Plans
Estimates
Machinery

BIRCHARD Construction Co.

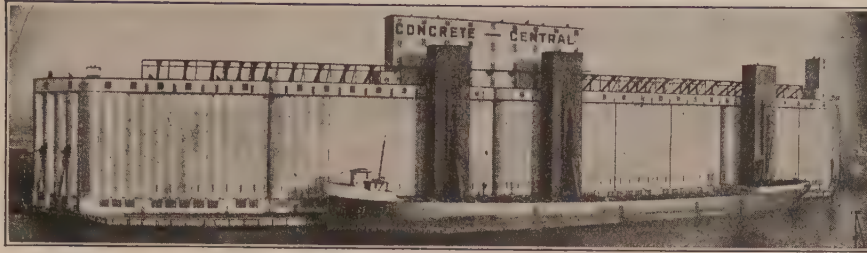
Architects and Contractors
Grain Elevators—Mills
B. SAMPSON Lincoln, Nebr.

Reliance Construction Co.

Board of Trade Indianapolis, Ind.
Designers and Constructors
of the better class of grain elevators
—concrete or wood

New York, N. Y.—I have always read and enjoyed the Journal.—C. W. Austin, C. W. Austin & Co.

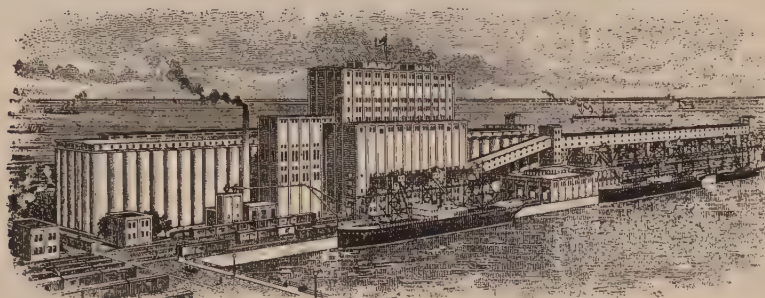
Operated by
The Eastern Grain,
Mill and Elevator
Corporation



Concrete-Central
Elevator, Buffalo,
N. Y.
Capacity
4,500,000 Bushels

Designed and Built by
Monarch Engineering Company
Buffalo, N. Y.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS

FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,
PRESIDENT

Phone Harrison 8884

H. G. ONSTAD,
VICE-PRES.-GEN'L MGR.

GRAIN ELEVATORS

Have your next elevator designed by
Experienced Elevator Designers
Have your construction work supervised by
Experienced Engineering Supervisors

HORNER & WYATT

Consulting Engineers to the Grain Trade

468 Bd. of Trade Bldg.

Kansas City, Mo.

IT PAYS TO PLAN BEFORE YOU BUILD

FORM JACKS

for

Grain Elevator and
Grain Storage
Construction.

Accurately Machined.
Quick and Easy Operating
Positive Clutch.

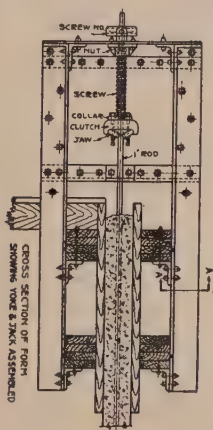
Write for prices to

**THE WESTERN IRON
& FOUNDRY COMPANY**

Wichita, Kansas



RENT
OR
SALE



SELL or RENT
Form Lifting
JACKS

Grain Elevators, Silo
Coal Pit Construction
Blue Prints Furnished

Nelson Machine Co.

Waukegan, Illinois



**DAY
Dust Collectors**

have been standard
equipment in better
grain elevators for
over forty years.

There's a Reason

The Day Company

Dust Collecting Engineers

3132 Snelling Ave., Minneapolis, Minn.

GRAIN ELEVATOR BUILDERS



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
6,500,000 Bushels

John S. Metcalf Co.

Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

460 St. Helen Street, Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England

The Barnett and Record Co.

Engineers

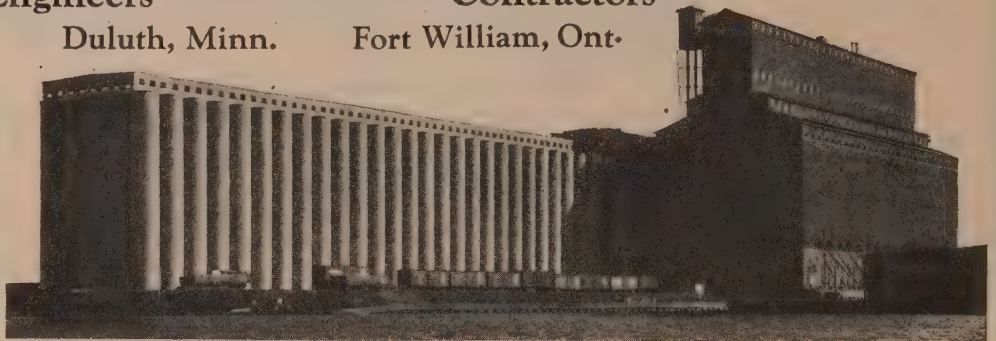
Contractors

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ont.

Designed and Built
this 3,000,000 Bushel
Grain Storage Annex
to Great Northern
Elevator "S"
Superior, Wis.



Stevens Engineering & Construction Co., Inc.
1609-10-11 Landreth Bldg. ST. LOUIS, MO

Designers and Builders

GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

L. D. Rosenbauer, Pres.
H. P. Roberts, V. Pres.

L. W. Ledgerwood, Sec.
A. E. Owens, Supt. Cons.

Southwestern Engineering Company

Designers and Builders

Modern Mills, Elevators and Industrial Plants
SPRINGFIELD, MO.

Elevator "L"
Minneapolis

Designed and Built by

McKENZIE-HAGUE CO.

Minneapolis, Minn.

Construction—Painting—Wiring

Magic Grain Dump Co.
Minot, No. Dak.

Elevators, Mills, Warehouses

Designed, Built, Repaired

Estimates Cheerfully Furnished

HOGENSON CONSTRUCTION CO.

Corn Exchange

Minneapolis, Minn.

Western Engineering Co.

610 Cooper Bldg. Denver, Colo.

Contractors and Builders of
Grain Elevators that more
than satisfy the most critical.

GEO. W. VASOLD

Freeland, Mich.

Contractor and Builder

Michigan Grain and Bean Elevators

GRAIN ELEVATOR BUILDERS



International Milling Co.

Buffalo, New York

Capacity 3,500,000 Bushels

Designed and built by us in
three periods of construction

Jones-Hettelsater Construction Co.

Grain Elevators, Flour and Feed Mills

600 Mutual Bldg.

Kansas City, Mo.

FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors

Fort William, Ont.

Minneapolis, Minn.

DESIGNED for the years
ahead—an advance we propose
to maintain.



N. M. Paterson Co., Ltd.

2,500,000 Bu. Elevator

Fort William, Ont.

FOLWELL ENGINEERING CO.

Engineers and Constructors

333 North Michigan Avenue

CHICAGO, ILLINOIS, U. S. A.



3,000,000 Bushel Concrete Grain Elevator

Designed and Built for

A. E. Staley Mfg. Co., Decatur, Ill.

ELEVATORS—FEED MILLS—WAREHOUSES CHALMERS & BORTON

720 Pioneer Trust Bldg.

KANSAS CITY, MO.

HICKOK ELEVATORS

Construction Co.
MINNEAPOLIS

GRAIN and COAL ELEVATORS

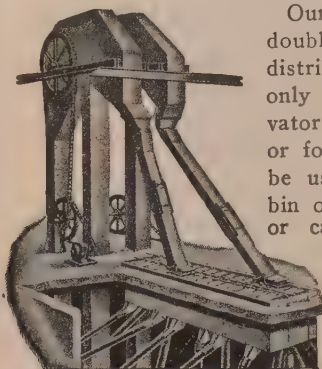
T. E. IBBERSON CO.

CONTRACTING ENGINEERS

MINNEAPOLIS, MINN.

GERBER

Double Distributing Spout



NEW GERBER DOUBLE DISTRIBUTING SPOUT
Sold with or without steel spout frame. Also made for single, triple and quadruple leg.

Our New Gerber single, double, triple and quadruple distributing spouts are the only practical spouts for elevator legs of one, two, three or four stands. All legs can be used to elevate into one bin or car at the same time, or can be used separately.

Only one spout is required to run from distributors to each bin. You have full control of your distributing. All spouts are operated from working floor, absolutely eliminating any mixture of grains.

Grain Elevator Equipment

Get your elevator in order before the new crop starts to move. We can quote attractive prices on the best of everything in the grain elevator equipment line. Write us for catalog H-3.

James J. Gerber

126 Sixth Ave. S.

Minneapolis, Minn.

NOW

is the time to make your plans and prepare to take care of next year's crops.

The Zeleny Thermometer System

is being installed in more bins this year than in any previous year of our twenty-five years of installing the system.

The Zeleny System

because of present day conditions of harvesting grain, has suddenly become a necessary adjunct to an elevator where the capacity of storage is a quarter of a million bushels or more.

Tell us now how many bins you will want equipped with

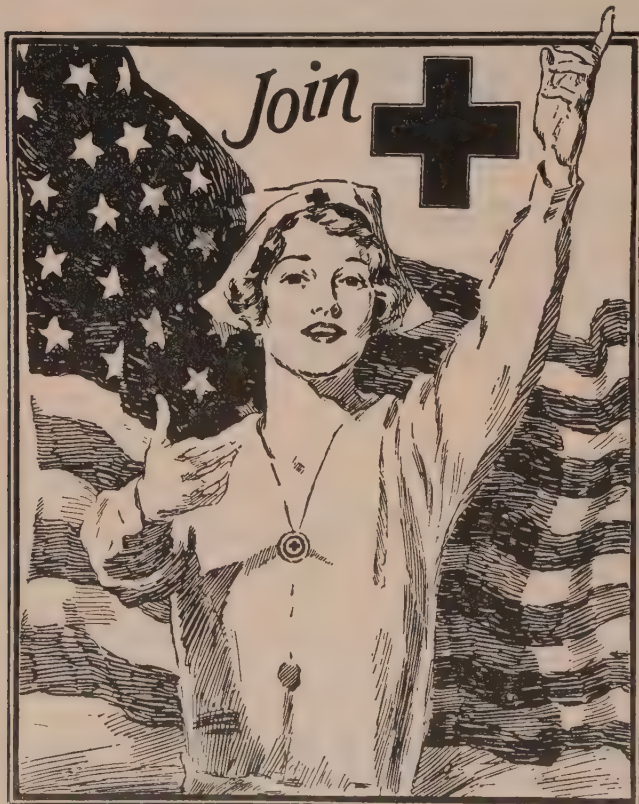
The Zeleny System

next year, and we will be prepared to take care of your requirements. The price is always the same, depending on the height and diameter of the bins, location of reading instrument room and distance from Chicago.

Zeleny Thermometer Company

542 S. Dearborn St.

Chicago, Illinois



America's answer to
humanity's challenge

ACCOUNTBOOKS FOR GRAIN DEALERS

GRAIN RECEIVING BOOK Form 12 AA is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8 1/4 x 14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 41 wagon loads and each book has 200 pages or spaces for records of 8,200 loads. The book is well printed, ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2 1/4 lbs.

GRAIN SHIPPING BOOK Form 14 AA is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10 1/4 x 16 1/2 inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial. Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

The book contains 76 double pages, with room for records of 2,250 cars, is printed on linen ledger, well bound in heavy canvas covers with keratol corners. Weighs 4 lbs.

COMPLETE SET FOR \$6.50

GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago.



Always on the job—and keeps men on the job!

Humphrey Employees' Elevator

Promotes efficiency, better attention to machinery, better supervision, less trouble. New improved models. Write

Humphrey Elevator Co.
900 Division St., Faribault, Minn.



The safe one-man Car Mover



It is a combination of powerful leverages that enables one man to move the heaviest cars with a minimum of effort with the NEW BADGER.

Our No. 2 New Badger HEAVY DUTY model is made with an electric STEEL shoe—fully guaranteed for one year.

Every elevator should be equipped with our new HEAVY DUTY model.

ADVANCE CAR MOVER COMPANY, INC.
APPLETON - WISCONSIN

For European Markets

on grain, flour and feed products
best and most reliable information is found in the daily

"German Grain Journal"

a sample copy of which will be sent by

Verlag de Deutschen Getreide-Zeitung
Copenickerstr, 48/49, Berlin, S. O. 16, Germany

Rid Your Elevator of RATS and MICE

These rodents do millions of dollars' damage in elevators to sack grain, seeds, feed, etc.

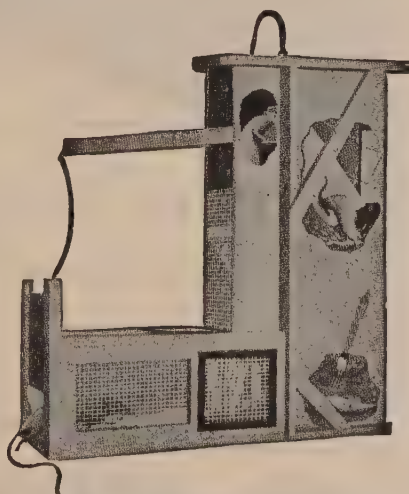
You can eliminate losses in your plant by using

"PEERLESS"
TRADE MARK REGISTERED

Automatic Rat and Mouse Traps.

This Automatic Trap catches and kills by the wholesale. Each victim resets the trap for the next. Clean, sanitary and lasts for years.

It has made good under the most desperate conditions in thousands of elevators, seed houses, flour and feed mills. Endorsed by leading firms in all lines of business. Over 150,000 in use.



Write today for full information

Each victim sets the trap for its followers

A. O. Automatic Trap Co.

630 Jackson Boulevard

Chicago, Illinois

If You Handle Coal

It will pay you to become a regular reader of

THE RETAIL COALMAN

and learn what successful retailers are doing to make their business more profitable. A newsy, snappy magazine full of practical ideas and suggestions that will make you money.

Send \$1.50 for a year's trial subscription. Your money cheerfully refunded if not entirely satisfied.

THE RETAIL COALMAN

1463 Monadnock Block

Chicago, Ill.

Install *this* motor =

Approved by the
Mutual Fire Pre-
vention Bureau



Dust cannot be prevented. But the fire-danger usually associated with dusty drives *can be* eliminated by using Fairbanks-Morse Type HAC Motors in place of open frame motors. Installation is just as easy because Type HAC Motors require no piping—but what a difference in safety and trouble-free performance!

F-M Type HAC Motors offer the advantages of standard, open frame, ball bearing motors—yet the vital parts are totally enclosed. Cooling is obtained by a fan's forcing air through air jackets surrounding the winding shields.

Fairbanks-Morse Type HAC Motors offer advantages in safety and performance that you cannot afford to ignore. Let us send you complete information before you make motor replacements or new installations where air conditions are severe.

FAIRBANKS, MORSE & CO.

900 S. Wabash Ave., Chicago

32 branches at your service throughout the United States

Forget fire-danger

**FAIRBANKS-MORSE
MOTORS**



Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

INDIANA—40,000 bus. capacity elevator for sale; iron-clad; good condition. W. G. Sweet, Royal Centre, Ind.

IOWA—60,000 bushel elevator for sale. On C. & N. W. Good station. Address 63V12, Grain Dealers Journal, Chicago, Ill.

CRACKING GOOD ELEVATOR for sale. Large volume, good money making proposition. Selling account old age. Address Box 594, Bowman, No. Dak.

MISSOURI—25,000 bus. elevator for sale; large warehouse; hammer mill; machinery for grinding meal; electric power. For information write Box 115, Napoleon, Mo.

MICHIGAN—Grain and bean elevators for sale, good coal business and dwelling connected, will sell all or separately. Address Farmers & Merchants Bank, Rives Junction, Mich.

IOWA—18,000 bus. elevator for sale. Iron-clad; in the best corn and oats territory. Station handles between 350,000 and 400,000 bus. per year. Address 63V9, Grain Dealers Journal, Chicago, Ill.

NORTHERN ILLINOIS—Elevator, lumber, coal and building supply business for sale. Only elevator in village. Good grain vicinity. To close estate. Holcomb-Dutton Lumber Co., Sycamore, Illinois.

COLORADO ELEVATOR for sale. 5,000 bushel bin capacity, warehouse, iron building, includes air dump; set of Fairbanks Scales, with beam in office. Located in heart of wheat territory. Address 63S10, Grain Dealers Journal, Chicago, Ill.

TWO OHIO elevators for sale. Will sell one or both. Doing good business. Town 10,000. Large hog, dairy and poultry feeding section. Well equipped; good reason for selling. Address 63U15, Grain Dealers Journal, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

INDIANA—12,000 bus. iron-clad elevator. Three story building; motor driven hammer mill; seed cleaner; in college town of 5,000 population. Good business, grain seed, feed, implements, fence. On C. C. C. & St. L. RR., or can ship over Monon. Priced right for quick sale—\$8,000.00. Address Milton Brown, Greencastle, Ind.

NORTHWESTERN OHIO elevator for sale. 15,000 bus. capacity. Fully equipped and showing a large volume of business in both feeds and grain. Exceptionally large trade in custom grinding. Elevator could not be built for half the price we are asking. Warehouse room for 60 tons of feed. Capacity of coal sheds 250 tons. Will sell cheap for cash. Can make terms or might consider some trade. Address 63T25, Grain Dealers Journal, Chicago, Ill.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATOR FOR SALE

KANSAS—12,000 bushel elevator for sale at a bargain if taken soon. Must sell quick. 63S12, Grain Dealers Journal, Chicago.

NORTHERN IOWA—Elevator, flour, feed and coal business for sale, in good trade territory. Equipped with oat huller. Address 63V1, Grain Dealers Journal, Chicago, Ill.

CHOOSE YOUR ELEVATOR from the many offered. Insert an advertisement in the "Elevators Wanted" column of the Grain Dealers Journal, and select one at a satisfactory price and station.

SOUTHEASTERN IOWA—10,000-bu. elevator and two-story warehouse, 40x100 ft.; well equipped with machinery; good paying grain, feed, flour and field seed business. Write 63S3, Grain Dealers Journal, Chicago, Ill.

OHIO ELEVATOR in heart of a real grain and feed territory for sale; 12,000 bus. capacity; iron-clad building. In little town with two railroads; only elevator in town; doing a real business. Must sell account of health. Address 63T6, Grain Dealers Journal, Chicago.

ELEVATOR BROKERS.

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

ELEVATORS WANTED

WANT TO HEAR from owner having elevator or other business for sale. Give particulars. Write J. J. Black, B 189, Chippewa Falls, Wis.

WANTED TO BUY—Elevator in Kansas, Nebraska, or Iowa. Must show good volume of business and be priced right. Address 63U10, Grain Dealers Journal, Chicago, Ill.

FEED MILL FOR SALE.

FEED MILL in hog and dairy community, northern Iowa. New machinery. One of best in state. Good town. Pop. 1,300. Address 63S4, Grain Dealers Journal, Chicago, Ill.

MILLS FOR SALE.

WESTERN MISSOURI Flour and Feed Mill for sale. In good feeding section. Population of town 2,000. Bargain for quick sale. Address 63U19, Grain Dealers Journal, Chicago, Ill.

MIXED FEED AND MILLING PLANT for sale. Over 200 tons daily capacity. Located in splendid transit territory in the Southeast. Well established and successful. Unusual opportunity for large corporation. Address 63U8, Grain Dealers Journal, Chicago, Ill.

FOR SALE—Almost new 50 bbl. mill corn meal unit and 5,000 bus. elevator, running every day making money. Two railroads and in the heart of the wheat country. Bargain if taken at once. Write 63T17, Grain Dealers Journal, Chicago, Ill.

FLOUR MILL FOR SALE.

CAMBRIDGE CITY, IND.—Flour Mill for sale; 150 bbl.; water power; brick construction; 4 stories; Gruendler hammer mill feed mixer; Ex. loc. only mill in county. Sexton & Hicks, Trustees, Cambridge City, Ind.

MILLS AND ELEVATORS FOR SALE.

FLOUR MILL AND ELEVATOR for sale very cheap also warehouse suitable for a feed mill. Best location for a feed mill that is badly needed. Address Herman Blumer, Berger, Mo.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet, to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

BUSINESS OPPORTUNITIES

GRAIN AND COAL business for sale. In a good town doing a fine business. Small investment. Write W. Burk, Hallam, Nebr.

COAL BUSINESS in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

FEED, ELEVATOR AND COAL BUSINESS for sale. Must retire on account of age and health. Located on I. C. R. R. at Colvin Park, Ill. Address John De Barr, Kingston, Ill.

NORTH PLATTE VALLEY grain, coal, feed and hog business for sale. Closest competition 15 miles. Doing splendid business. R. J. Lorenzen, Lisco, Nebr.

WESTERN ILL.—Feed and seed business for sale; 2 story, 60x100, brick seed house with machinery and office equipment in good R. R. town on paved road; cheap. Will trade for farm. J. C. Brown, Stronghurst, Ill.

POOR HEALTH COMPELS ME TO SELL my flour, feed and grain business; complete Sprout Waldron equipment; feed grinder; cob crusher; corn sheller; corn cracker and grader; electric power. O. Wagner, North Freedom, Wis.

IF INTERESTED in buying a prosperous business in Southeast Mississippi, selling staples about \$430,000.00 annually supported by cotton, lumber and trucking.—Correspond with the owners: K. C. Hall & Co., Laurel, Miss.

BUSINESS FOR SALE

Feed, seed and implement business. (John Deere, DeLaval and Fairbanks-Morse lines.) Business established in 1899 by present manager's father, located in good dairying section on edge Blue Grass region. The Wm. Addams Co., Cynthia, Ky.

FOR SALE—A growing flour, feed, grain and farm supply business. Established nearly a century. Present owners eleven years. Reason for selling poor health one partner. Sales over \$140,000 past three years. Last year over \$160,000. Mill in good repair, machinery nearly all new, bulk storage for around 18,000 bushels, water power the year around. Good-sized warehouse built six years ago. Good dairy and chicken country. If interested write C. & L. Glover, East Randolph, N. Y.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. La Salle St., Chicago, Ill.

SITUATION WANTED.

FARMERS ELEVATOR MANAGER wants a position as manager, in Iowa. References on request. L. N. Wilson, Marble Rock, Iowa.

EXPERIENCED AND SUCCESSFUL grain solicitor desires to make a change. If interested address 63U6, Grain Dealers Journal, Chicago.

POSITION WANTED as wire office manager or grain solicitor; have good following in cash and futures in Illinois. References. Address 63V11, Grain Dealers Journal, Chicago, Ill.

WANT POSITION as grain buyer or manager for country elevator. Will go anywhere. Can furnish A-1 reference upon request. Address 63V4, Grain Dealers Journal, Chicago, Ill.

MAN with wide experience in country and terminal grain business will accept manager's position. References. Address 63V5, Grain Dealers Journal, Chicago, Ill.

CONNECTION DESIRED in grain or feed manufacturing business; 25 years' experience, country and terminal market, all branches. Highest reference as to ability and character. Address 63V6, Grain Dealers Journal, Chicago.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" Ill.

SUCCESSFUL AND EXPERIENCED farmers elevator manager with a real record desires position with good company; experienced in all side lines; good accountant; good mixer with public; Illinois or Indiana preferred. Address 61Z10, Grain Dealers Journal, Chicago, Ill.

SALESMEN WANTED

EXPERIENCED SALESMEN WANTED—Of good standing, to take territory, for most practical and successful Grain Conditioner which cools, dries, cleans and conditions grain in one process, sold for a reasonable price to country elevators and mills—good commission. Wonder Grain Cleaner Co., Menno, S. Dak.

SCALES FOR SALE.

RICHARDSON Automatic Scales, 4 to 8 bu. capacity, for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

SCALES WANTED.

WANTED—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., 1012 Waldheim Bldg., Kansas City, Mo

FEEDS FOR SALE

OATS GROATS AND OAT HULLS. We can make shipment, in bulk, of Hulled Oats and Oat Hulls, from Alton, Inwood and Hoppers, Iowa.

Klein Bros. Grain Co.,
Alton, Iowa.

MOTORS FOR SALE.

MOTOR BARGAINS.

40 H.P., 1725 RPM., 110/220 volt, 60 cy. Single Phase Wagner with starter.
20 H.P., 1750 RPM., 110/220 volt, 60 cy. Single Phase Wagner, with starter.
20 H.P., 730 RPM., 110/220 volt, 25 cy. Single Phase Wagner, with starter.
Large stock. Write for list.
V. M. Nussbaum & Co. Fort Wayne, Ind.

ELECTRIC MOTORS!

FOR SALE—Hundreds of "Rockford Rebuilt" machines, all makes, types and sizes, available for immediate shipment. All thoroughly overhauled and reconditioned, fully covered by our "One Year Guarantee" against electrical or mechanical defects. Send for complete stock list.

BULLETIN NO. 36.

Sixty illustrated pages of motors, generators, transformers, etc., mailed free on request.
Rockford Power Machinery Co.,
620-628 Sixth St., Rockford, Ill.

ENGINES FOR SALE

FOR SALE CHEAP.

1 Mogul I. H. C. 6—H.P. kerosene engine, excellent condition. Communicate with Farmers Business Ass'n, Hendley, Nebr.
FOR SALE—Fairbanks Morse Type "Z" 10-h. p. gasoline engine and cooling tank in good condition. For particulars write McMahon Co., Rapid City, So. Dak.

After Other Power Equipment
Bargain Bulletin 388, just issued. Send
for it. It's FREE.

ZELNICKER IN ST. LOUIS

Rails, Equipment, Tanks, Heavy Machinery
for 30 Years.

What have you?

FOR SALE

An Elevator
Machinery
Seeds

Do you want?

An Elevator
Machinery
Position
Partner
Seeds
Help

Grain Dealers Journal

CHICAGO, ILL.

has 6,000 readers who would like
to know. Tell them thru a "For
Sale & Want" Ad. Costs 25 cents
per type line.

Truck Loads
to Bushels

Direct Reduction Grain
Tables on cards reduce any
weight from 600 to 12,090
lbs. to bushels of 32, 48, 56,
60, 70 and 75 lbs. by 10-
pound breaks. Just the thing
for truck loads.

Printed on both sides of
six cards, size 10¾ x 12¾
inches with marginal index,
weight 1 lb. Price at Chicago,
\$1.50. Order 3275Ex.

Grain Dealers Journal

309 So. La Salle Street
Chicago, Ill.

statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress
of August 24, 1912.

of Grain Dealers Journal, published semi-monthly
at Chicago, Ill., for October 1, 1929.

State of Illinois, County of Cook, ss.—Before
me, a notary public in and for the state and
county aforesaid, personally appeared Charles S.
Clark, who having been duly sworn according to
law, deposes and says that he is the business
manager of the Grain Dealers Journal, and that
the following is, to the best of his knowledge
and belief, a true statement of the ownership,
management (and if a daily paper, the circulation), etc., of the aforesaid publication for the
date shown in the above caption, required by the
Act of August 24, 1912, embodied in section 443,
Postal Laws and Regulations, printed on the reverse
of this form, to-wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher, Grain Dealers Journal, Inc., Chicago,

Editor, R. R. Rossing, Chicago, Ill.

Managing Editor, Charles S. Clark.

Business Manager, Charles S. Clark, Chicago,

Ill.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of stockholders owning or holding 1 per cent or more of the total amount of stock.):
Charles S. Clark, 309 South La Salle St., Chicago.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.)—None.

4. That the two paragraphs next above giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

5. That the average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the six months preceding the date shown above is (This information is required from daily publications only.)

CHARLES S. CLARK,
Business Manager.

Sworn to and subscribed before me this 18th
day of October, 1929.

(Seal) JOHN G. GRIMES,
Notary Public.
(My commission expires April 14, 1932.)

KEEP POSTED

GRAIN DEALERS JOURNAL

309 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the Grain Dealers Journal on the 10th and 25th of each month. Enclosed find Two Dollars for one year.

Name of Firm.....

Capacity of Elevator..... Post Office.....

State.....

MACHINES FOR SALE

WRITE ME

If you are in the market for good used machinery. I can supply you promptly. L. R. Veatch, 428 Pratt St., Buffalo, N. Y.

SAVE MONEY.

Buy our elevators, conveyors, motors, belting, pulleys, blowers, scales, dust collectors, etc. Erie Wrecking & Const. Co., Erie, Pa.

DISMANTLING grain elevator. Machinery and scales, two stands large elevator legs with heads and boots. All about new. Also Richardson automatic scale. Box 214, N. Manchester, Ind.

FOR QUICK SALE.

Motor and belt driven single and double head attrition mills, slightly used, fully guaranteed. Wire, phone or write for extremely attractive prices. **DIAMOND HULLER CO.**, Winona, Minn.

BATCH MIXERS.

Latest type, very best on the market, from 400 to 4,000 pounds capacity. Prices reasonable, let us have your inquiries for prompt shipment. **Standard Mill Supply Company**, 502 Waldheim Bldg., Kansas City, Mo.

FOR QUICK SALE.

1 50-H. P. Brownell steam boiler used two years, excellent condition; can be moved anywhere, Indiana law 1.

Atlas simple side crank engine, 50-H. P.
1 Dean boiler feed pump.
All in first-class condition. \$600.00. Steam plant complete. **Lochiel Farmers Elevator Co.**, Fowler, Ind.

NEW AND USED MACHINERY FOR SALE

One 22" double head Bauer Bros. Ball Bearing, Motor-driven Attrition Mills; 1 Three pair high Feed Mill, excellent condition; 1 Hess Corn & Grain Drier; capacity 1,200 Bu. We own and have listed a large assortment of elevator, feed mill, flour & cereal mill equipment on which we can make you very attractive prices. It will pay you to write us before purchasing elsewhere. **Standard Mill Supply Co.**, 1012 Waldheim Bldg., Kansas City, Mo.

MACHINES FOR SALE.

FOR SALE—Complete Nordyke & Marmon twenty-five barrel flour mill machinery can be shipped anywhere. For further particulars write **I. J. Ross**, Columbus, Ind.

FOR SALE—Union Special, Type "L", motor driven, bag closing machine. Write or wire **STANDARD MILL SUPPLY COMPANY**, 502 Waldheim Bldg., Kansas City, Mo.

BIG DISCOUNTS.

Motors, platform scales, belting, pulleys, conveyors, dust collectors, shafting, elevators, gears and sprocket wheels, coal elevators, etc. Let us know your wants.

Erie Wrecking & Construction Co.,
Box 98, Erie, Pa.

FEED MILL BARGAINS.

Two brand new Howell 2-pair high roller feed grinders with 9x30 rolls, Style A or No. 1 drive. Complete with roll feeder and pulleys. Requires 20 to 30 H. P., capacity 100-150 bushels per hour. Regularly priced at \$700.00 each. We are closing out this size and for quick action are offering them at \$350.00 each f. o. b. our factory at Minneapolis. **R. R. Howell & Co.**, Minneapolis, Minn.

REAL BARGAINS.

Prompt Attention. **Quick Shipments.**
When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

SPROUT, WALDRON & CO.,
9 S. Clinton St., Chicago, Ill.

BAG PILERS

These are standard bag pilers for warehouse use. Sizes 8, 12, 18, and 30 ft. heights.
Address

Standard Mill Supply Co.
Waldheim Building Kansas City, Mo.

MACHINES FOR SALE.

AIR-BLAST CAR LOADER, new, very best on the market; reasonable. Write or wire **Standard Mill Supply Co.**, 1012 Waldheim Bldg., Kansas City, Mo.

TWO STEEL GRAIN TANKS for sale. Capacity for 25,000 bus. Each tank is 39 ft. high and 22 ft. in diameter, built of ¼" steel. Admirable auxiliary storage units. Will sell separately or together. Attractive price for quick sale. Address **Sweet Springs Mineral Feed Co.**, Sweet Springs, Mo.

YOUR OPPORTUNITY.

1—75 H. P. Diesel Engine. 1—25 H. P. Fairbanks Oil Engine Type Y. 4 Sampson Water Wheels. 1—1000 lb. vertical Batch Mixer. 1—500 lb. Savage Pancake Mixer. 1—Dundee Bean Polisher. 1—Carter Disc Separator. Grain Cleaning Machinery, All Makes. 2 Large Iron Elevator Boots, Wood Elevator Boots, all sizes. Elevators including boots, heads, belts and cups, all sizes. 1—Bag Piler. 1—Humphrey man lift. 1—Buckhorn Machine. 1—Johnson Scarifier. 1—No. 3 Monitor Oat Clipper. 1—50 bbl. Midget Mill, late type (nearly new). 1 vertical-cob crusher. 1—Horizontal cob crusher. 1—Oat crusher. 1—corn cracker and grader combined. 1—corn meal bolter. 1 Rotex sifter. 1—100 bagging scale. 300 bus. hopper scale 4—hopper scales. 1—1 bus. Richardson Automatic scale. 1—24 in. Monarch direct connected attrition mill. 1—22 in. Monarch direct connected attrition mill. 1—24 in. Dreadnaught attrition mill. 1—2 pr. high 9x24 roller mill. 1—3 pr. high 9x18 roller mill. Send us a list of your wants; we can supply you with a full line for flour, feed, corn mills and elevators. New or used machinery. **A. D. Hughes Co.**, Wayland, Mich.

MACHINES WANTED.

WANTED—Conveyor about 40 ft. long for unloading coal. We want a good used outfit, and must have it installed by Oct. 15th. Write **Gessie Grain Co.**, Gessie, Ind.

WANTED

Hammer Mills, 9x30" and larger Roller Mills, Automatic Scales, Feed and Flour Mixers, Grinders, Attrition Mills, 8x32" Reels, Feeders, Bleachers. Give price and full description. Address **63N14**, Grain Dealers Journal, Chicago.

Use Universal Grain Code and reduce your telegraph tolls.

Prepared especially for the grain, millfeed and field seed trades.

All code words are arranged alphabetically; no ambiguities.

150 pages, size 4⁵/₈ x 7¹/₈ inches. Special bond paper bound in flexible leather, \$3.00; Book paper in board covers, \$1.50, or in dozen lots to one address, cash with order, \$12.00. Address **Grain Dealers Journal**, 309 South La Salle Street, Chicago, Illinois.

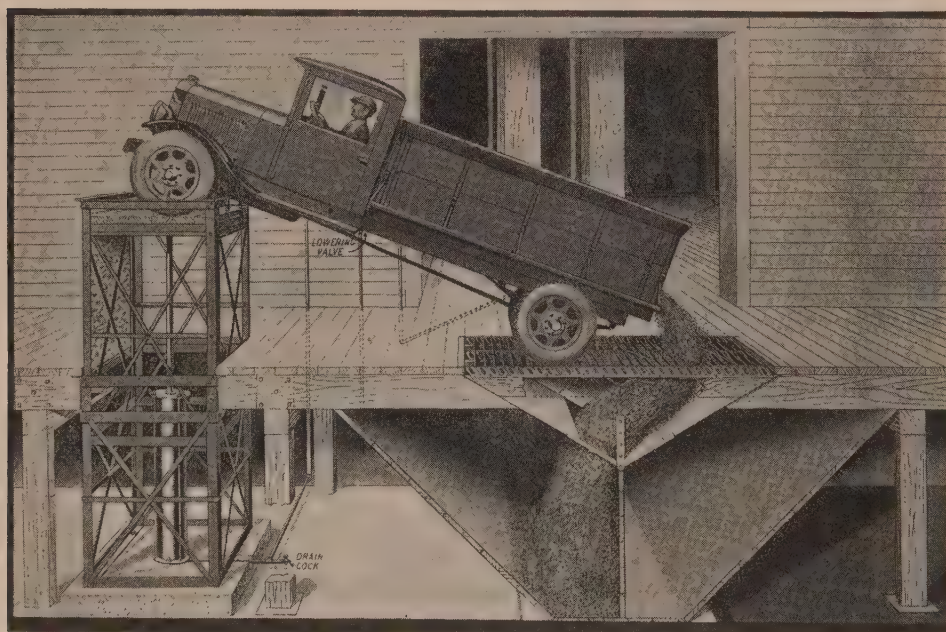
There's still time to install a

Kewanee All Steel TRUCK LIFT

Quick delivery of Kewanee Lifts can be made from Kewanee, Kansas City or Omaha. And they are easily and quickly installed—in a day or two by any mechanic and a common helper.

Don't let the season pass without a Kewanee. You can install one any time before zero weather sets in.

Once installed you have a *permanent improvement*—a lift that with usual usage will last as long as your elevator. Yet it is a fact, learned from hundreds of installations, that the total cost of a Kewanee (on the job, installed and working) is never more *but usually less* than for any other reliable device.



Make it a Complete Kewanee Job

Illustration shows the Kewanee Truck Lift, Steel Grain Grates and Hopper.

With this installation, *one lift* dumps grain into either side of a divided pit, without any mixing of grain, and with less dirt than with the old log or platform dump. The steel grain grates eliminate the back-breaking labor of opening and closing heavy doors, and the constant expense of repairing them.

Kewanee Implement Company 1561 Burlington Ave., Kewanee, Ill.

Gentlemen: Without any obligation I would like Blue Prints and Prices on a Kewanee Truck Lift, Steel Grain Gates and Grain Hopper for my elevator.

Name Address

OR ASK: Fairbanks, Morse & Co., 13th & Liberty, Kansas City;
American Machinery & Supply Co., 1113 Howard, Omaha.

GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill.

U. S. A.

Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 20c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, OCTOBER 25, 1929

LOANS up to 90 per cent of the value of a fluctuating commodity like wheat will place the Farm Board perilously near to forced ownership of the grain.

HAMMER testing of grain cars for leaks at terminal railroad yards seem to be in disfavor with the authorities at two of the leading markets; but this test has its value when used with discretion.

PARTICIPANTS in grain marketing pools have been stung so repeatedly that the waiting attitude assumed by the Farmers Grain Dealers Ass'n of North Dakota towards the Northwestern Pool now being organized must be commended as sound policy.

TAMPERING with the grain grades is opposed by some of the exchanges who have replied to the government's questionnaire. Evidently the exchanges believe the phraseology of the rules may well be left alone while attention is concentrated on their uniform application, without the demoralizing changes illegally accomplished by alleged interpretations.

A **TEXAS** grain dealer who obtained \$150,000 from the banks in 1916 through forged Bs/L has been found in New Zealand and will be brought back for trial in the near future. We have reported many forgeries of this kind during the past forty years, but we do not recall one instance wherein the forger realized any permanent profit through his swindling operations.

PROTEIN TESTS on grain out of the same car vary too much, and it is only fair that premiums should not be based on less than 25 point variations, as suggested by the inspectors at the Peoria meeting.

A **TEAM** of horses fell in the wagon dump at Herman Minn., recently and were so badly injured it was found necessary to shoot them to end their sufferings. Persons unfamiliar with the operation of a dump should never be left in charge of the wagon dump equipment, and equipment that is not safe of course cannot be used profitably at any time.

UNIFORMITY of Trade Rules is more likely of accomplishment when the chairman of the trade rules com'te of the Grain and Feed Dealers National Ass'n, as in his report at the Peoria convention, expresses a willingness to change the rules of the National to accommodate those of the grain exchanges. Now let the grain exchanges do their part.

THIEVES are again at work in Michigan although the Michigan courts have been quite severe in their punishment of those caught. Their latest activities at Forest Hill, Mich., resulted in the disappearance of nineteen bags of beans. So many bags of field seeds have been stolen from Michigan and Ohio elevators that the questions have been repeatedly raised: What do these thieves do with all the seeds they steal? Who runs the fence?

"NEW GRASS SEED," according to the agronomist of the Wisconsin University, has been unloaded on Badger bucolics at \$1.00 a lb., although careful tests prove it to be nothing more than pure meadow fescue. It is somewhat astonishing what the fakirs can unload on confiding farmers when they enlist the convincing arguments of their high powered salesmanship. Dealers owe it to their farm patrons to warn them against these sharpers.

DELAYED marketing of wheat by the Canadian Wheat Pool must be imposing a heavy burden on the Canadian banks that are faithfully standing by their largest customer, Canadian exchange being down to about \$10 off per \$1,000, the lowest it has been since the period of the war. The pool has been taking punishment during the past month like a good sport, but may not discretion be the better part of valor in view of the outcome of the sugar pool, the Brazilian coffee pool, and the government rubber pool? Wheat is grown to be sold, not stored.

WILD statements made by agitators on their own responsibility may have to go unchallenged because of the impossibility of reaching the public to whom the prevarications are addressed, or the impossibility of collecting for libel from a propagandist who has not a dollar to his name, but when the author has an official position such as that of the Commissioner of Markets of the State of Michigan an effective protest should be made, as was done by a delegation of the Michigan Bean Jobbers Ass'n who called upon Governor Green to acquaint him with the allegations of unfair practices made by the Commissioner against the dealers, with the result that the Governor promised to put a damper on the windblasts.

SO MANY of the railroads are building larger and larger cars, it becomes imperative that every country elevator owner provide more storage room and faster handling legs. Many of the country elevator operators who have erected storage annexes this year filled them and sold the contents for December delivery are assured of a profit amounting to more than the cost of their new storage.

A **CONTACT** com'te to represent the country and terminal warehousemen controlling grain storage is urgently needed, as suggested by one of the principal speakers at the Peoria convention of the National Ass'n, in order that the Farm Board may derive the fullest advantage from our facilities on terms mutually satisfactory. Such a representative com'te also could aid the Grain Marketing Corporation in drafting contracts for storage and handling with the assurance to the Corporation that the arrangement would be acceptable to the grain trade generally.

THE NEWS columns in this number, as well as all recent numbers, reflect unusual activity in providing additional storage at country stations. This will not only help to relieve the congestion of the facilities of the grain carrying railroads, but will hold grain off the market and help to relieve the selling pressure. The wild rush of grain to market from the crop of 1929 has done more to depress the market price of wheat than ever before. If the farmers and the country elevator operators had held grain back in the country, the terminal market speculators would not have been distressed by the unusual load.

TWO WEEKS ago, Senator Capper of Kansas was very solicitous regarding the extension of the reduced rate on export grain from interior to seaboard points. That was before the bottom dropped out of the market. No one identified with the grain trade thinks that the reduced export rate of freight which expired October 1st has proved of any real benefit to the producers. The Canadian railroads immediately reduced their rates on export grain more than the rates were reduced in the United States, and the Argentine exporters quickly flooded the European markets with wheat at reduced prices. So the foreign buyer profited more by the reduction than any one else; in fact he seems to have been about the only one who has profited in the reduction.

UNUSUAL CAUSES of fires reported in this number include the line shaft getting loose from wood pulley and rotating within pulley, setting fire to it at Beatrice, Nebraska; while a pin slipping out of chain drive in feed mill at Deposit, New York, caused spark which set fire to oil in which chain was running. The cause of the big fire at Hagerstown, Maryland, is credited to a short circuit in the motor and also to heating oats. If elevator owners would watch more carefully all the known causes of elevator fires, fewer fires would occur. The dust explosion in the Milwaukee feed mill has been credited to scrap iron in the grain. So many fires have been traced to this cause recently that feed mill operators generally are installing magnetic separators for the protection of their own property.

Changing Grain Grading Without Notice.

Unless the authorities in charge of drafting rules for the grading of grain refrain from changing the interpretation of rules overnight and without notice to the trade those engaged in the grain trade will be forced to depend upon type samples for interstate trade. Men who are buying and selling grain daily cannot afford to buy grain and store it awaiting a stronger demand unless they have some assurance they will be able to sell that grain by the same rules and the same interpretation of the rules as they bot it.

The fickleness of those entrusted with the interpretation of the grading rules has cost the trade many millions and wrecked a number of firms. The original purpose sought in the adoption of Federal rules for grading grain was uniformity, but many dealers have found to their sorrow that uniformity is not attainable under present practice.

The letter of the grain grading act is that no rule shall be changed without ninety days' formal notice, yet the autocratic Board of Review has not hesitated to change the interpretation of those rules overnight and without notice to the members of the trade who are trading on those rules, and often without notice to all of the licensed inspectors. This is not fair to those engaged in the marketing of grain and is sure to result in bringing the whole inspection system into disrepute with those engaged in handling grain by grade throughout the land.

More Small Bins Needed.

The wide variation in the quality of grain marketed at country stations during the rush of the farmers to sell their last crop, taken with the more rigid enforcement of the grain grading rules, has made it more apparent than ever to country grain buyers that they must classify their receipts more carefully if they are to avoid the charge of plugging their shipments or suffer discounts for uneven loading. With their elevators equipped with many small bins, the country buyers can more exactly classify their daily receipts without keeping the larger parts of many bins empty, because of two or three hundred bushels of off grade grain in the bottom.

The shippers who has many small bins can readily spout from several bins to his boot when he is loading and thereby get a uniform quality throughout his load and secure a more profitable price for his grain. More country elevator operators have installed grain cleaners this year than for many years past and doubtless every one of them will use the cleaners to secure a higher average price for the grain shipped as well as a reduction in their cost of transportation, because most of them are keeping their screenings for sale at home instead of mixing them in with the high grade grain to run the gauntlet of the vigilant inspectors.

In communities where most of the grain marketed is of one kind, larger bins may be used advantageously, but the elevator operator who has several kinds of grain as well as many grades of each kind to handle needs the small bins if he is to keep the different grades separate.

The Congestion of Terminal Elevators.

Congestion of terminal elevators with surplus grain and the blockading of ports and markets with cars loaded with grain is, no doubt, the direct result of the grain growers eagerness to unload his crop quickly and thereby escape deterioration, shrinkage due to evaporation and abrasion, as well as risk of fire, rats and thieves.

This unusual condition has been accompanied by unusual premiums for distant deliveries with the result that some country elevator operators with shrewd foresight and ample capital have built supplementary storage adjoining their elevators in the form of tanks of steel, tile and cement in order that they may sell the grain offered them for future delivery and capture the attractive carrying charge.

All elevators erected during the current year have been equipped with larger truck scales, larger elevator legs and larger storage capacity in order that owners may handle more expeditiously the rush of grain whenever the farmer makes up his mind to deliver it.

The agitators and vote chasers who think they run this country and everyone in it have feigned great disturbance over the congestion and as usual placed all the blame on the speculators who bot the grain from the growers and couldn't sell it for export. Naturally the speculators hesitate to burn their grain so are holding it in the only storage available.

The Peoria Meeting.

The Peoria gathering of the different associations working for improved conditions and better methods of conducting the grain business was a real success and doubtless will result in much benefit to every member of the trade, as the open discussion of the trade's pressing problems is sure to result in a more equitable solution of those problems. It was unfortunate, indeed, that the gatherings were not favored with the attendance of more country shippers. Our reports in this number of the different organizations should prove of real interest to every dealer and the messages conveyed should stimulate every progressive dealer to a more active championship of the common cause of all engaged in the grain and feed business. Business leaders who look back over the thirty-three years the National Ass'n has been working for better business conditions in the trade find many excellent reasons for being doubly proud of its accomplishments.

The next meeting, which will be held in Chicago one year hence, will, no doubt, be the occasion for a separate conference of grain shippers generally and especially of those who are affiliated with the national organization. If the trade is to attain maximum results along the line of improved business conditions for all engaged in the business, then we must have a more active co-operation of all sections of the trade. Through the medium of group meetings, each section can obtain a more enlightening analysis of its own troubles and a clearer expression of what it needs for helping it to improved conditions, which invariably can be obtained more readily through the co-operation of all sections of the trade in a general conference.

The Large Car Bugaboo.

The gradual disappearance of the 60,000 capacity cars on the grain carrying roads of the West and the disappearance of many of the 80,000 capacity cars from the eastern lines has caused many foresighted grain shippers to wonder how soon they would be required to load 100,000 capacity cars in order to get the carload rate of freight. Mr. Gormley at the Peoria meeting assured his hearers that the railroads must supply the shipping public with what it needs; with what it wants, and at the same time, he told the leaders that in fifteen years the number of 60,000 capacity cars has been reduced from 800,000 to 185,000.

Many old time shippers can remember their many misgivings that came with the disappearance of the 30,000, the 40,000 and the 50,000 capacity cars. So long as the railroads continue to operate 60,000 capacity cars, shippers can no doubt order such a car and get the carload rate for its minimum load, even though the grain is loaded into a much larger car, but when the 60,000 capacity cars have all disappeared, as Mr. Gormley tells us they are doing, then no doubt the rail carriers will make an effort to establish 80,000 capacity cars as the minimum to earn the carload rate of freight.

Mr. Gormley assured the grain shippers that they would reduce their expense of handling if they would load each car more heavily. Evidently he overlooks the requirement of the Grain Inspection Department that all cars be loaded so that sampler will have at least 24" below the roof in which to enter car for sampling its contents. Shippers who ignore this requirement of the Inspection Department are penalized by having inspection deferred until car is unloaded at elevator. Ofttimes in the interim the contents heat to the great disadvantage and sometimes heavy cost to the shipper. Naturally all railroads are deeply interested in having their cars loaded to the maximum capacity, and shippers generally are glad to co-operate with the carriers so long as they can load cars without extra cost or disadvantage to themselves.

Some railroads are even hoping that the day is near at hand when nothing but 125,000 capacity cars will be used. When that day arrives the majority of country grain shippers will be put to the expense and inconvenience of building bulkheads for every shipment because they do not readily accumulate that much grain of the same kind and quality before the market changes materially, and if they mix it in a larger car, they are penalized by the buyer and handicapped in finding a buyer for a mixed load. To hold some kinds of grain until 125,000 lbs. are accumulated will often result disastrously. The loading of bulkhead cars as well as the unloading has always resulted in an unusual delay of the car and works to the disadvantage of the carrier as well as the shipper. The protests of the different shippers at the Peoria meeting against the enforced use of the larger cars by country grain shippers will be echoed and re-echoed throughout the grain surplus territory, but it will also behoove the grain shippers to persist in their protests against the enforced usage of cars greatly in excess of their needs.

Changes Needed in Grain Grading Rules.

Federal grading rules are not proving entirely satisfactory to the trade, as is clearly reflected by our report of the Chief Inspectors meeting at Peoria last week. We hope that the trade at large will take up the discussion of the changes needed in the rules to the end that the rules after the contemplated changes are made will prove more satisfactory to the entire trade. No one doubts that the present rules can be improved upon, but unless leaders who are trading in grain on these rules every day make their convictions known, the department having rule making authority is very likely to make changes that will not meet with the approval of the majority. In the interest of all concerned, no changes should be made until the convictions of the progressive grain dealers have been learned and the old crop has been marketed.

Premiums for Handling Pooled Grain.

The so-called Nebraska pool which has been struggling several years for existence is now offering country elevator operators 3 and 4c for handling from farmers' wagons and trucks to cars and it stands the shrinkage of one-quarter of 1%. Heretofore, most of the pools organized have paid shippers 6c a bu. for loading grain from wagons to cars. They have never hesitated to give the elevator operator all the breaks of short weights and storage on less than carloads, so that the elevator operators have found the business sufficiently profitable to continue handling it.

The Nebraska pool, contrary to the usual practice of the others, does not seem disposed to allow the elevator operator sufficient compensation to take care of interest on his investment, operating costs and taxes, so the elevator men are reluctant to handle pool grain. While 6c is a very satisfactory return for this service, anything less should be rejected, as the elevator man's costs of upkeep and general overhead are too great to leave anything as compensation for the service rendered.

Bremen Ass'n of Grain Importers Rules Against American Federal Barley No. 2.

The Bremen Ass'n of Grain Importers advises that its members will be permitted to purchase American federal barley No. 2 only after it has been checked by the German inspection stations and found to be fit for feeding purposes, states a report from American Trade Commissioner James T. Scott. It is stated by this ass'n that American shippers have intimated their intention to ship federal barley No. 2 to Germany and offer it to Bremen dealers after it has been released by the inspection stations.

As things stand at present, Bremen dealers are only permitted to purchase on shipment Canadian Barley I-IV, Canadian Barley rejected, Canadian origin, and American barley that originates from the four Gulf States.

The position, therefore, in Bremen with regard to United States barley is in practice similar to that which obtains in Hamburg, except that in Hamburg grain importers and dealers are abiding by these precautionary measures without having them prescribed by their ass'n.

Business in American federal barley No. 2, in future, therefore, will only be possible under the same difficulties that existed during the past season.

Corner Stone Laid for Chicago Board's Future Home.

The corner stone of the Board of Trade Building was laid with appropriate ceremonies at 2:30 p. m., Oct. 21. Officials of the Board of Trade, members of the Building Com'te, officials of the Chicago Board of Trade Safe Deposit Co., owners of the building, representatives of the city, the Drum & Bugle Corps of the Board of Trade Post of the American Legion, and members and employees of the Board attended.

The Drum & Bugle Corps blew Assembly Call. E. G. Ince, pres. of the Deposit Co., invited Henry A. Rumsey, chairman of the Building Com'te, to place its memorials in the corner stone. The Rev. Charles W. Gilkey, Dean of the University Chapel, University of Chicago, offered the invocation. The receptacle for the memorials was presented to Samuel P. Arnot, pres. of the Board of Trade, who in receiving it expressed the appreciation of the members to all who have had a part in the building program. Christian P. Paschen, building commissioner of Chicago, spoke of the pride the city feels in the renown of the Board and in the new building. The ceremony closed with the blowing of retreat by the Bugle Corps.

The contents of the box are:

Certified copy of Charter and By-Laws of Chicago Board of Trade Safe Deposit Company.

Picture of old building—with and without the tower.

Picture of the exterior of present temporary Board of Trade.

Copy of pamphlet entitled "In the Meantime." Latest Annual Report of the Board.

Member's Ticket—Visitor's Ticket—used at the present time.

Ticker Tape on opening of Securities Market, September 16, 1929, showing the first quotations.

Bound volume entitled "Opening Ceremonies, New Board of Trade Building, Chicago—1885."

Program of the opening of the new building of the Board of Trade of the City of Chicago, April 28 and 29, 1885.

Souvenir Menu of banquet in celebration of the new building of the Board of Trade of the City of Chicago, April 29, 1885, Grand Pacific Hotel.

Pictures of the President of the Board of Trade and the Committee on New Building, including one of the late John H. Jones.

Program of Corner Stone Ceremony—1929.

Coins and paper currency in circulation in 1929.

Material relating to General Contractors and the Real Estate and Renting Agents.

Poem of Charles A. Heath entitled "Immortal Dust" which appeared in the Evening Post June 26, 1929.

Copy of Poem entitled "La Salle Looks Down His Street."

Material offered by the Board of Trade Post of the American Legion.

Articles taken from the old corner stone box as follows: Certificate of Membership of Board of Trade; Member's Ticket—Visitor's Ticket of the Board of Trade; Copy of the Holy Bible; photographs of the foundation of the then new building; building at the date of ceremony and of design of completed building.

Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

Mixing Feeds by Food Value.

Grain Dealers Journal: There was a table printed in the Journal giving a method of calculating the cost of actual food value of different feeds when handled in ton lots, giving the elevator man a quick way of finding which feed is cheaper.—J. H. Phelps, Lost Nation, Ia.

Ans.: A table of coefficients placing the various feeds on a competitive basis, so that it is easy to tell what is the cheapest feed to buy, was published in the Journal on page 198 of the issue for August 10. The table was worked out by the College of Agriculture of the University of Wisconsin. To use the table multiply the coefficients of a given feed by the market price a ton. The results will be the costs in cents per pound for the respective nutrients.

with small crystals of calcium oxalate, which causes a tingling sensation in the throat. Chemical houses handle the product. A. Daigler & Co., Chicago, carries a supply. The poison is mixed with food favored by the rats.

An Appreciation of the Peoria Meeting.

Grain Dealers Journal: It is my opinion that the convention which was held at Peoria last week was one of the best National Conventions our Association has ever held, and I believe that the Peoria boys are entitled to the sincere congratulations of every member of the Ass'n for the splendid manner in which every detail was handled. I was indeed pleased to have again seen many of my old friends and to have had the pleasure and privilege of renewing old acquaintanceships. It was impossible to meet all those who were in attendance, and all I can say to myself is, better luck next time. To those that I did meet, it pleased me greatly to shake their hands and say hello.

It is a wonderful thing to bump elbows in meetings such as were held at Peoria, and the good we derive from listening to others talk, in my opinion, is worth the effort, time and money spent in getting to and from the meetings. It broadens us and gives us a wider outlook in every way and we become better grain men by having attended.

Let us put forth every effort this coming year to back our Ass'n and the new officers, especially our President who I personally believe will bend every effort to make his campaign a successful one, but it will be hard for him to do it unless we all do our little bit. So let us get behind him in the problems that are bound to arise and help him in every way possible. I know him personally and I feel that he is a man fit for the job.—Lew Hill, President, The Lew Hill Grain Co., Indianapolis, Ind.

Lectures on Grain Trade.

Grain Dealers Journal: The October 10th issue of the Journal carries an item regarding the evening course of lectures on the grain trade recently started by the City of London College.

Is there any way I can find out the possibility of procuring these lectures by mail in printed or mimeographed form.—F. C. Dobson, Chicago.

Ans.: The City of London College, London, Eng., would be the best source of information concerning the availability of the grain course lectures in book or pamphlet form. The College, no doubt, will be pleased to give you such information and if the lectures are not available probably can give you references to works by the lecturers.

Rat Poison?

Grain Dealers Journal: A short time ago the Journal carried an article about a new rat poison or killer called Red . . .? We have mislaid this particular copy of the Journal. Kindly give us the address of the manufacturer.—Ochs Grain Co., Hoisington, Kan.

Ans.: The poison referred to is Red-squill powder. When properly prepared, this powder is considered by the U. S. biological survey to be the best rat poison now known. Altho it kills rats, chickens can eat the powder without harm and cats, dogs and other animals usually refuse to eat it because the powder is filled

A sun flower weighing 15 lbs., picked from a stalk 15 ft. high and encrusted with thousands of seeds was found in the Sacramento Valley near Gridley, Cal., recently.

To Organize Grain Men for Contact With Farm Board

Address by Siebel C. Harris of Chicago, Ill., before Grain Dealers National Ass'n at Peoria, Ill., Oct. 16.

Broadly speaking, the demand for remedial legislation dates back to the post-war period of deflation starting in 1920 when prices of agricultural products slumped drastically, never to recover fully their pre-war relationship with other commodities. The appeal for aid has been based primarily upon the plea that agriculture was at a disadvantage compared with protected industry, protected labor and organized commerce.

Proposed measures of relief have taken many forms. One of the first to command serious attention was the original McNary-Haugen bill, the essential principle of which was the equalization fee. The details of this plan are well known to all of you. I think the grain trade was practically a unit in its belief that this scheme was fantastic, unworkable and would have been destructive to the established machinery for handling the nations crops. In spite of the apparent defects of this plan, however, it commanded enough political support to pass it in both houses of Congress by a large majority and it was only the fearlessness and common sense of Calvin Coolidge that kept it from becoming a law.

FARM BOARD PROMISED BY CANDIDATE HOOVER.

During the last presidential campaign, farm relief came to the front as one of the major issues. Both candidates professed an abiding interest in the farmers' welfare and devoted considerable attention to methods of assistance. In his St. Louis speech Mr. Hoover said, "There never has been a national campaign in which so large a discussion of agricultural problems has entered as in this campaign. That is as it should be. It is the most urgent economic problem in our nation today. It must be solved if we are to bring equality of opportunity and assurance of complete stability of prosperity to all of our people."

In addition to the tariff and cheaper waterway transportation, in assistance to agriculture, the Republican party proposes to go further. It proposes to set up an institution which will be one of the most important in our government, designed to meet not only the varied problems which confront us today but those which may arise in the future. We propose to create a federal farm board composed of men of understanding and sympathy with the problems of agriculture. We propose this board should have the power to determine the facts, the causes, the remedies which should be applied to each and every one of the multitude of problems which we mass under the general term "the agricultural problem."

"No governmental agency should engage in the buying and selling and price-fixing of products, for such courses can lead only to bureaucracy and domination. Government funds should not be loaned or facilities duplicated where other services of credit and facilities are available at reasonable rates. No activities should be set in motion which will result in increasing the surplus production as such will defeat any plans of relief."

I have read these extracts simply to make it clear that the successful political party was irrevocably committed to a definite scheme of farm relief.

Broadly speaking, the present act represents the sincere attempt of the conservative wing of the Republican party to solve the farm relief problem by a long-time constructive program instead of a political gesture. It is an endeavor to take the question out of the realm of politics and place it in the field of economics.

It should not be inferred from these remarks that I regard the present act as a panacea for the ills of agriculture, actual and imagined. It is the condition that confronts us today in which we are primarily interested, rather than any academic discussion of the merits of government aid. I know that there are plenty of persons who feel that the farmer is not in need of any assistance and should have nothing done for him. They echo the sentiments of the Irish policeman who was taking his civil service examination. The question was asked, "What is rabies, and what would you do for it?" And Pat replied, "Rabies is Jewish priests and I wouldn't do nothing for them."

Class Legislation.—While disagreeing with this extreme attitude, I for one believe that the government has gone much further thru this legislation in advancing the interests of a particular class than ever before in our history. I doubt whether there is any precedent for such an enormous appropriation of funds to help a particular group of our citizens. I doubt whether there is a thorough understanding of the damage that may be done to existing business by the operations of the act, unless it is administered in the most careful and conscientious manner. And I believe that the

job which confronts the grain trade today is an organized effort to mobilize trade resources, defend trade rights and insist upon a fair deal for established business.

GRAIN HANDLED ON SMALL PROFIT.

The grain trade of this country has performed its job in a highly efficient manner, handling grain on the smallest margin of profit of any commodity in world commerce. It has provided a ready market for any amount of grain that was offered, even under the most burdensome conditions. It has stood up and taken more vituperation, more unintelligent criticism, more demagogic attacks than any other respectable business in this country ever stood for, and it has emerged from the fray stronger and more efficient than ever before. During the past four months the great futures markets of this country have enabled the farmers of the United States to market a wheat crop under terribly burdensome conditions at prices far above those that would have prevailed without the existence of the futures markets.

Speculation Sustained Prices.—At a time when foreign buyers refused to bid up for wheat because of the tremendous current supplies, the speculative markets capitalized advices of damage to Canadian and United States spring wheat crops and rushed prices up at the very peak of the winter wheat movement. I firmly believe that the existence of the futures markets put tens of millions of dollars into the pockets of the producers this year, thereby increasing the purchasing power of the country in general, and adding to prosperity at a time when there was increasing talk of demoralized wheat prices undermining the whole business situation. The turn in the market came just in time to help producers and it was only because of speculation discounting a prospective shortage later in the season that the farmer profited. In the absence of such a speculative market, foreign buyers would have taken our surplus on their own terms, because of the lack of any other outlet. This speculative buying held our domestic market far above a parity with the world level, as expressed by the Liverpool price, and absorbed a tremendous movement at a time when there was comparatively little consumptive demand. Even today the speculator is still carrying this load and waiting patiently for that ultimate demand which may or may not bring him the reward for the colossal risk that he has shouldered. There was a story that a certain community in the cotton belt erected a monument to the boll weevil. Gentlemen, I say to you that the farmers of this country should erect a monument to the speculator and to the great futures markets for the service that they performed this year, and I say this well knowing that it may bring forth sneering comment from those politicians whose principal occupation in recent years has been "farming the farmer."

RELIEF LAW NOT UNDERSTOOD.

There is ground for hope that the chairman of the Board in particular does not propose to be stamped into ill-considered action by political pressure. It is also evident that there is a good deal of doubt as to complete understanding of just what the bill means by the members of the board itself. I will ask your indulgence while I read a little of this testimony: The senators are examining Mr. Alexander Legge, chairman of the Farm Board. The date is Sept. 24. There has been some preliminary discussion on the subject of loaning money.

"Mr. Legge: Why, Senator, if we started out to hand it out to the first bidder, Smith will have some money but Jones will not get any."

Senator Smith: Smith probably would not get any."

Mr. Legge: Pardon me, Senator. I would like to go a little farther with that, if I may. You also said that one of our duties and one of the clearest of them in the act was providing money for physical facilities. I will say without any hesitation that \$150,000,000 would not meet the urgent immediate demands for improved physical facilities in agricultural commodities in this country today. We have nothing in the act to guide us as to how much of that money should be tied up in long-time loans. That is limited to a 20-year period. Obviously it ceases to be a revolving fund as soon as we make facility loans.

Senator Caraway: I believe you said you read the bill 20 times and did not understand it.

Mr. Legge: Frankly, I will read it 20 more times and then I will be doubtful if I understand it.

Senator Caraway: Well, do any members of the board understand it?

Mr. Legge: Well, some of them think they they do; some of them are in doubt.

Senator Caraway: Which ones think they understand it?

Mr. Legge: I will let the members speak for themselves, I think, Senator, on that. I do not know that they say that they understand it better than I do.

Mr. Legge: Senator, frankly, I have talked to many members of the Congress and I find a very vast difference of opinion, personal opinions, as to just exactly what we are supposed to do under this law as yet. There is no unanimity of opinion as they express it to me.

We have been on this wheat job now for nearly two months. A bunch of business men would have done it in 10 days. It takes your farmer friends longer. They go very slowly. I do not know how long it will be.

Senator Caraway: In other words, then, you do not propose that any cotton grower shall get in excess of 75 per cent?

Mr. Legge: Yes; that is provided for.

Senator Caraway: What?

Mr. Legge: That wherever he shows us a contract eliminating any speculation as to what its value is, a contract or what the brokers call a hedge on the market, either one, we will loan up to 90 per cent of the face of that contract.

Senator Caraway: In other words, if he will go into the New Orleans or New York Cotton Exchange—

Mr. Legge: He does not need to do that, Senator.

Senator Caraway: Where else will he hedge?

Mr. Legge: He can sell it to any cotton mill and the contract is just as good as a hedge, and we prefer it. He does not always do that. Sometimes it is more convenient for him to use the hedge."

RISK OF HOLDING APPRECIATED BY BOARD.

Gentlemen, there is a bit of delicate irony connected with the above testimony. The theory of this legislation as I understand it was to prevent pressure on the market and to produce price elevation by holding. Here we have the spectacle of the Farm Board being willing to loan more on a commodity that has been hedged, in other words, that has been sold, than if the producer is still holding it. It is refreshing to find such a subtle compliment to the value of our present system. I doubt, however, whether credit will be given where due by the worthy senator who was doing the questioning. Now, proceeding to the cross examination by another gentleman with whose activities the grain trade is all too familiar. The inquisitor is Senator Brookhart of Iowa and Mr. Legge is still the victim.

Senator Brookhart: So you have done nothing toward organizing either a co-operative or a stabilizing corporation or an advisory committee in reference to wheat at all?

Mr. Legge: Senator Brookhart, perhaps you understand some of the complications involved there. We have in these wheat groups four distinct organizations, each intensely jealous of the other.

Senator Brookhart: I understand that trouble, and I have met with them a good many times, and I realize that they more or less constantly disagree. However, two-thirds of the wheat farmers that you represent are not in any organization; and that is your business, to organize them at once.

Mr. Legge: We should like to organize them, but you say in your law that the board shall invite the co-operative ass'ns. We have not any.

Senator Brookhart: You could have a co-operative organization in every state in one day if you wanted to do it, if the others do not suit you.

Mr. Legge: Oh, no.

Senator Wheeler: A moment ago you said the reason why you had not organized a stabilization co-operation was because of the fact that you had not had any request from the co-operatives.

Mr. Legge: Not as co-operatives, but we have had individual requests.

WHY IS CANADIAN PRICE HIGHER?

Mr. Legge: The Canadian price today is within 2 cents a bushel of the price in Liverpool, and it costs 13 cents a bushel to get it there. If you can figure that mystery out I should be glad for you to do it; I can not do it.

Senator Thomas of Idaho: Is it not possible that the crop failure in Canada has something to do with the price of wheat up there?

Mr. Legge: Unquestionably it creates a generally optimistic viewpoint among the grain growers there.

Senator Wheeler: When surplus wheat is produced in this country it is sold in the world market.

Mr. Legge: Yes, sir. Grain exchange men tell us that because of the restrictions you gentlemen put on gambling or speculating in grain in the American market this does not

restrain the speculative market in Canada, and that is what makes them prefer to deal in Winnipeg. That is what they say about it."

I might digress here to say that it is unquestionably a fact that some of the large speculators have gone into the Winnipeg market this year and bought futures in a very big way, undoubtedly due, in part at least, to their aversion to having their commitments scrutinized by our own government agencies. There is no question but what this was partially responsible for advancing Canadian prices to such an abnormal premium above Chicago price. I personally called this situation to Mr. Legge's attention several weeks ago, as I am firmly convinced that it is a fact. You will notice the illuminating remark of Senator Brookhart as to the Canadian price being the world price. All of you doubtless are aware of the fact that Winnipeg prices have been selling well above Liverpool prices of late and that Chicago and our domestic markets, which presumably are depressed by the terrible speculators, have been selling far above a shipping parity with Liverpool. Even today Chicago is selling 6 cents under, when it costs 18 cents to get it to Liverpool.

WHAT THE BOARD PROPOSES TO DO.

Getting along now to a little more definite information as to what the board proposes to do, we find Senator Wheeler again in the role of inquisitor.

Senator Wheeler: How will the exportable surplus be taken off the United States market, if at all?

Mr. Legge: Why, the plan of this set-up, Senator, was that each of these co-operatives would take stock in a central marketing organization that would do marketing for all, and on the basis of the larger turnover, we hope, exert a much greater influence on the market itself; and, because of its size, it can secure and without unreasonable burden the best talent that money will hire in the grain business, whoever he is, whether he be a farmer or wherever they get him. With that turnover it would not be a burden to hire the best qualified man in the grain trade. And for that organization my suggestion to them was that when stabilization was undertaken that it would be much safer for them to undertake it than for us to go out and set up a separate organization of probably inexperienced men overnight. We would not have the set-up. These men would be in the business constantly. That would be their business. They would be as high-grade men, we hope, as can be procured, and would be better qualified to do what is asked of us than we can hope to get thru any spontaneous hurriedly put together organization of inexperienced men, no matter how good their intentions were.

I think I have read enough to give you a good picture of the proceeding. It is evident that there is considerable difference in views as to how far the board should go and how rapidly it should proceed.

SITUATION DIFFICULT TO ANALYZE.

It is quite apparent that we people in the grain trade are up against a situation that is extremely difficult to analyze and one in which we will have to feel our way very carefully. I think we will all agree that we are entitled to defend our existence and stand up for our rights and we are interested in the most effective procedure to follow. I take it that this meeting is anxious to discuss possibilities of action, as most of you are naturally very much concerned about the future of your business.

Studying all angles of the situation, I believe the grain trade has reason to feel some encouragement in this respect,—that the Farm Board apparently is inclined toward conservatism in its first operations and is showing a disposition to feel its way rather than blundering into the proposition in a bullheaded fashion. There is a desire on their part to stay within the law, and right there is a good chance for us to insist upon observance of the terms of the Act. Many of you are keenly interested in the subject of facilities, some from the standpoint of country elevators and others because of your investment in terminal markets. It is perfectly proper that your interests should be protected in every possible way.

NO DUPLICATION OF FACILITIES.

The law itself says on this point: "Loans for the construction or acquisition by purchase or lease of physical facilities shall be subject to the following limitations:

(1) No such loan for the construction or purchase of such facilities shall be made in an amount in excess of 80 per centum of the value of the facilities to be constructed or purchased.

(2) No loan for the purchase or lease of such facilities shall be made unless the board finds that the purchase price or rent to be paid is reasonable.

(3) No loan for the construction, purchase, or lease of such facilities shall be made unless the board finds that there are not available suitable existing facilities that will furnish their services to the co-operative association at reasonable rates; and in addition to the preceding limitation, no loan for the construction of facilities shall be made unless the board finds that suitable existing facilities are not avail-

able for purchase or lease at a reasonable price or rent."

Here is a very definite limitation upon the loaning power of the board with reference to facilities. This limit was put into the law in order to protect the legitimate interests of those who now have capital invested. Furthermore, I again call your attention to President Hoover's remarks in his address to the special session of Congress in which he said: "Certain safeguards must surround these activities; certain vital principles must be adhered to in order that we may not undermine the freedom of our people as a whole by bureaucratic and governmental domination and interference. We must not undermine initiative."

It is in the insistence upon strict observations of these limitations in the law, as I see it, that the grain trade must look for its protection and that brings up the subject of organization. Suppose, for example, matters progressed to a point where the farm board was seriously considering making loans to co-operative associations for the purpose of constructing facilities at a certain point. Now, it is quite possible that private interests in the grain trade may sharply disagree as to the need for additional facilities at such a place. It comes down to a question of facts. It seems to me that any individual attempting to cope with this situation would be at a distinct disadvantage. In union there is strength. It might be necessary to go to considerable expense in securing the services of the best legal talent and in other ways in order to protect private investments.

ORGANIZE GRAIN TRADE TO AID FARM BOARD.

It seems to me that the trade as a whole should organize in such a way that it can deal collectively as one unit with these particular problems as they arise. I am told that in Minneapolis and Duluth the grain interests are already at work making a thorough survey of facilities, showing how much capacity is available in all positions, how much has been required in the past, how much is likely to be needed under peak loads, etc. My belief is that a similar study should be made in a larger way under the auspices of this association. It would be presumptuous in me to attempt to say just how this work should be organized. Your officers and directors are fully competent to take care of this in the most effective manner. But, in a general way, I would suggest a survey of all branches of the trade and an organization that will be prepared to deal with developments as they arise in contacts with the farm board. I do not see how such contacts can be avoided. It seems inevitable to me that in the process of acquiring facilities either by construction, lease or purchase, certain differences of opinion are bound to arise. The law is quite specific as to the methods to be followed but there will be differences of interpretation. Negotiations are certain to follow and in those negotiations you gentlemen who have an investment in the business are entitled to the fullest consideration. I believe your interests will be best served by an organized, intelligent representation and I know of no body that can more effectively represent you than this ass'n.

Whether the Hoover administration will sanction a large loan to the Brazilian Coffee Institute to be used in an effort to maintain prices has become a matter of conjecture in governmental bond circles. Failure to approve is seen by some on the ground that the loan would be used to hold up the price of coffee against American consumers.

Advance of the Corn Borer

During a season generally unfavorable to the pest, the corn borer advanced into 314 new townships in the Great Lakes region but such an advance is considered normal by persons leading the battle against the invasion.

As the result of the season there was only a slight increase in the average abundance of the borer and in Michigan there was a decrease. But given a favorable season there are enough borers in the Great Lakes area to cause a serious infestation in 1930 if farmers neglect to apply proper control measures. The Maumee Valley in northwestern Ohio is considered one of the danger points for next summer.

Tho it is impossible to exterminate the borer without making a desert of the entire infested region there is much encouragement among workers and farmers in the battle. Farmers in the Ontario region have learned to control the pest and are again nearing a normal acreage for corn.

Porter county, Indiana, is the western frontier for the borer and Gallia county, Ohio, is the point of its most southerly attack.

U. S. Feed Distributors Dissolve

The ninth and last annual convention of the United States Feed Distributors Ass'n met in the Black Partridge room of the Pere Marquette Hotel at Peoria, Ill., at 10:00 a. m., Oct. 16.

PRES. M. C. BURNS, Buffalo, N. Y., presided.

The first formal business was to accept the report of the com'te appointed at the French Lick Springs meeting to consider dissolving this organization upon the changing of the name of the Grain Dealers National Ass'n to the Grain & Feed Dealers National Ass'n, and the appointment of feed men to the boards and com'ites which immediately affected them. This com'te was composed of John H. Caldwell, chairman; E. C. Dreyer, St. Louis; and E. W. Mitchell, Buffalo.

While there is no obligation on the part of the members of this organization to join the Grain & Feed Dealers National Ass'n, since all the conditions prefixing this dissolution were named by the feed men, the sentiment was expressed that all would immediately become direct members of the Nat'l. Further, Jerry Parks, of Kansas City, who turned in four new members before the end of the convention, has resolved to get an even 100 new members for the "National," so all will be joining before long.

The affairs and records of the U. S. Feed Distributors Ass'n were ordered "cleaned-up" by their most capable and efficient secretary, D. J. Schuh, who also is sec'y of the Cincinnati Grain & Hay Exchange. The remaining funds were voted to him, with ceremony, as a slight token of the appreciation of the thankful members for the enterprise and initiative exhibited, and the results accomplished from his untiring efforts. A tribute was paid by the officers present to Mr. Schuh's fine record. Therewith, the organization disbanded.

Demonstrations of new methods for low cutting of corn and how the low cutting helps fight the corn borer were conducted by workers from Purdue University at eleven places in the state. Stocks infested with the corn borer at the places of the tests were tagged in order that visitors might view the pest in field conditions.

The Golf Tournament.

Ideal weather and a fast fairway were provided for the 47 golf enthusiasts who revelled in the scenic beauty of the rolling course of the Peoria Country Club. The oaks, hard maples and sumacs were attired in a fresh dress of brilliant colors especially for the occasion. Players who devoured the sumptuous dinner at the beautiful club house surmounting the high bluffs overlooking the wide river rightfully claimed an extra handicap but most of the players had to be content with their home club handicaps.

Wm. S. Miles, Chairman of the Golf Tournament, listed the entries and provided a number of attractive prizes, which were carried away by the following players:

First prize, low gross, 81—Wm. S. Miles, Peoria, Ill., Boston cup.

Second prize, low gross, 82—E. B. Evans, Decatur, Ill.

Third prize, low gross, 86—F. E. Gillette, Nashville, Tenn.

First prize, low net, 65—H. P. DeVore, Toledo, Ohio.

Second prize, low net, 67—J. A. Linderholm, Omaha, Nebr.

Third prize, low net, 69—L. E. Marshall, Lansing, Mich.

Fewest number of putts, 28—R. T. Smith, Minneapolis, Minn.

Largest number of putts, 48—J. A. Gould, Minneapolis, Minn.

Highest gross score, 119—E. E. Davis, Cissna Park, Ill.; C. S. Kenney, Hammond, Ind.; Lew Hill, Indianapolis, Ind.

Every player carried off a long drive golf ball with the compliments of the Gulf Crushing Co.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Seattle, Wash., Oct. 10.—Of the 2,500 cars of wheat tested at Seattle during September, 1,256 tested No. 1; 936 No. 2; 284 No. 3; 11 No. 4; 7 No. 5, and 6 special grade and 508 cars were smutty. At Tacoma of 997 cars inspected 605 tested No. 1; 325 No. 2; 56 No. 3; 7 No. 4, and 4 special grade. One hundred and seventy-five were listed as smutty.

Springfield, Ill., Oct. 16.—Good rains fell during the week except in the extreme south end of the state. The moisture was beneficial for plowing and for the seeding, germination, and growth of winter wheat. Pastures have improved. The bulk of the corn crop is now safe from frost but there is still some green corn in the south half of Illinois. Husking has begun in the northern division. Warmth and sunshine are needed to finish the crop.—Clarence J. Root, meteorologist.

Bozeman, Mont., Oct. 9.—The average on protein tests of Montana spring wheat is soaring to record heights and the abundance of high protein wheat is making test weight as much of a price determining factor as protein content, reports the state testing laboratory here. Ten counties give an average of 16% and in 21 the average exceeds 15%, while there are only 10 counties that will average less than 14%. Choteau, said to be the heaviest spring wheat producing county in Montana, averaged over 17% on some 2,000 samples. About 10,000 samples have been tested so far. The average for winter wheat samples is 13.53%.

Topeka, Kan., Oct. 10.—The Oct. 1 outlook for Kansas corn is 52% of normal, promising a probable production of 100,630,000 bus., compared with 179,118,000 bus. in 1928 and a 5-yr. average of 120,170,000 bus. from 1923-27 inclusive. Condition a year ago was 82% of normal and the 10-yr. average 1918-27 on Oct. 1 has been 59%. This forecast is based on an estimated acreage of 6,369,000 acres for harvest and a probable yield of 15.8 bus. per acre. The acreage is 265,000 smaller than last year. All corn planted at normal seeding time appears to be matured and safe from frost but there is considerable acreage in the eastern third of the state which will need a very late killing frost to mature properly. Quality is much below the high average of the last two years and less than the usual percentage will be merchantable. Grain sorghum condition is rated as 67% of normal, compared with 84% a year ago. The smallest tame hay crop in 6 yrs. is indicated in the estimate of 2,668,000 tons. Alfalfa hay acreage is at the lowest point in many years, there being only 720,000 acres. Tame hay seed crop prospects are rated at 65% of normal for alfalfa seed, 74% for red clover seed, 80% for sweet clover seed, and 79% for timothy seed. Last year the October rating on these seeds was: Alfalfa, 65%; red clover, 70%; sweet clover, 77%, and timothy, 76%. Quality and yields of seed this year promise to be better than last year for both alfalfa and red clover seed.—Joint Kansas and Federal Report.

Sorghum Crop Report.

The U. S. Dept. of Agriculture's latest report on the grain sorghum crop, by states, follows:

State.	Condition October 1.		Production.	
	10-yr. average, 1918-1927, per cent.	1929, per cent.	Harvested, average, 1923- 1927, 1,000 bus.	1929, forecast, from condition Oct. 1, 1,000 bus.
Missouri	84	66	1,649	1,699
Nebraska	85	73	471	353
Kansas	76	67	25,943	17,752
Oklahoma	72	65	27,754	22,723
Texas	79	51	55,897	39,148
Colorado	78	72	2,861	2,530
New Mexico	77	81	3,645	4,102
Arizona	88	85	1,246	1,414
California	89	81	3,427	3,353
United States.	77.0	59.7	122,895	93,074

Helena, Mont., Oct. 14.—The Oct. 1 estimate for corn sets the yield at 12.5 bu. per acre for a state production of 3,928,000 bus. compared with 5,206,000 bus. in 1928 and the 1923-1927 average of 6,950,000 bus. Some late corn was damaged by early September frosts. The wheat crop is set at 38,079,000 bus. compared with the estimate of 36,645,000 bus. a month ago. All wheat is expected to average 9.2 bus. per acre. Barley and flaxseed were listed as declining during the month. The first estimates for alfalfa seed are for a production of 3,750,000 lbs. compared with 2,880,000 lbs. in 1928 and the 5-yr. average of 2,998,000 lbs. Increased acreage is largely responsible for the gain.—Joint Montana and Federal Report.

Lansing, Mich., Oct. 12.—The Michigan corn crop declined during September, the production forecast on Oct. 1 being 36,134,000 bus. compared with 36,984,000 a month ago. The barley yield is reported at 23 bus. per acre as compared with 30 last year but the indicated total is 5,888,000 or 1,278,000 bus. more than the average for the last 10 yrs. Buckwheat declined during the month, the total production being estimated at 639,000 bus. compared with 720,000 bus. last year. Favorable weather for harvesting of field beans raised the estimated total production to 5,685,000 bus. or 162,000 bus. more than the Sept. 1 estimate. The oats yield is estimated at 29.8 bus. for a total of 44,760,000 or more than 5,000,000 bus. below the 10-yr. average. Tame hay yield is estimated at 1.68 tons per acre for a production of 5,147,000 tons, the largest on record.—Joint Michigan and Federal Report.

Madison, Wis., Oct. 15.—Weather conditions continued dry in most of Wisconsin during September with the result that crops showed relatively little improvement. A frost after the middle of the month did some damage to corn tho in much of the state it was not severe. Corn production was estimated Oct. 1 at a little over 80,000,000 bus. as compared with 91,000,000 last year and a 5-yr. average of over 76,000,000 bus. Oats estimate is 34.5 bus. for a production of 85,000,000 bus., compared with 108,000,000 last year. The barley yield estimate is for 32.5 bus. for a production of 23,000,000 bus. Quality of barley is satisfactory tho much of the oats is reported light. Tame hay production is estimated at 2.15 tons per acre for a production of 7,708,000 tons, new records both for acreage production and total production. About half of the corn crop went into silos.—Joint State and Federal Report.

West Lafayette, Ind., Oct. 12.—Indiana corn prospects were reported Oct. 1 as 1% better than a month ago tho only about three-fourths of an average crop is predicted. The indicated yield is 31 bus. per acre for a production of 132,122,000 bus. compared with 156,288,000 bus. in 1928. The winter wheat yield is placed at 26,846,000 bus. compared with 9,450,000 bus. in 1928 and the spring wheat yield is set at 112,000 compared with 140,000 bus. in 1928. Oats yield is placed at 28.5 bus. per acre for a production of 54,720,000 bus. as compared with 89,910,000 bus. raised in 1928. Barley production is estimated at 23 bus. per acre for a total of 1,288,000 bus. as compared with 2,256,000 bus. for last year. The tame hay crop is placed at 3,291,000 tons compared with 2,467,000 tons last year. Pastures improved 3 points and stand at 74, still 5 points below the 10-yr. average. Clover seed promises a good crop on the acreage cut and the condition of timothy seed is a little better than the past few years.—Joint Indiana and Federal Report.

Flaxseed Crop Report.

The U. S. Dept. of Agriculture's latest report on the flaxseed crop, by states, follows:

State.	Condition October 1.		Production.	
	10-yr. average, 1918-1927, per cent.	1929, per cent.	Harvested, average, 1923- 1927, 1,000 bus.	1929, forecast, from condition Oct. 1, 1,000 bus.
Wisconsin	85	81	123	96
Minnesota	85	77	7,156	4,626
Iowa	88	82	131	114
Missouri	77	70	*20	42
North Dakota	70	56	10,255	6,944
South Dakota	82	63	3,925	3,494
Nebraska	84	87	57	196
Kansas	76	77	258	145
Montana	59	31	1,313	942
United States.	72.0	59.9	23,243	16,599

*Short time average.

Washington, D. C., Oct. 16.—Production of Sudan grass seed is expected to be 15 to 20% smaller than last year as a result of a slightly smaller acreage cut for seed and a smaller per acre yield. Growing conditions were nearly as favorable as a year ago. The quality ranges mostly fair to good.—U. S. Report.

Springfield, Ill., Oct. 14.—Illinois corn prospect Oct. 1 is slightly improved over that of last month but continues 4 percentage points below the 10-yr. average. The quality will be better than earlier expectations. About 75% of the crop was safe from frost at the close of the month. Altho hay stands out as one of the best field crops this season, pastures are very short, the condition of 69% being the lowest since 1922. Stubble feed is better than usual. Fall planted wheat acreage will be about 5% less than planted a year ago. Corn was reported at 73% of normal compared with 85% a year ago and the 10-yr. average of 77% for Oct. 1. Indicated production is 302,086,000 bus., 65,000,000 bus. less than produced last year and about 13,000,000 bus. below the 5-yr. average. The condition or yield of other Illinois crops with the 10-yr. average given in the parenthesis follows: Oats 33 bus. (32.7); spring wheat, 17.5 bus. (18); barley, 27 bus. (30.5); buckwheat, 80% (83); soybeans, 81% (80); cowpeas, 75% (78); clover seed, 80% (70); timothy seed, 84% (78); pasture, 69% (81); and tame hay, 1.50 tons (1.28). Estimates for Illinois crops not previously given are as follows, with 1928 production in parenthesis: Oats, 139,623,000 bus. (174,338,000); spring wheat, 3,168,000 bus. (5,285,000); barley, 13,230,000 (20,060,000); winter wheat, 38,369,000 (17,654,000); and tame hay, 5,148,000 tons (4,045,000).—Joint Illinois and Federal Report.

Washington, D. C., Oct. 14.—Alfalfa seed production in the United States is expected to be about one-fourth larger than a year ago, the production estimate being for 39,400,000 lbs. of country-run seed, compared with 31,150,000 lbs. last year. Both acreage and yield are greater than last year. Production increased in the majority of important producing states including Idaho, Montana, South Dakota, Kansas, Oklahoma, Texas and New Mexico. Utah production is set at 6,400,000 lbs. compared with 6,600,000 lbs. last year. Acreage saved for seed was smaller than last year and the general condition of fields appeared spotted. The season in Utah was generally unfavorable and insect pests, especially Chalcis fly, took heavy toll. Idaho production is estimated at 5,000,000 lbs. compared with 3,000,000 lbs. last year and the record crop of 10,800,000 lbs. in 1927. Montana acreage expanded about 25% and yields were increased under favorable conditions tho frosts in early September may have had a slight effect on the second cutting. Production is estimated at 4,500,000 lbs. An increase of 45% is expected in the South Dakota crop, largely on account of larger yield per acre and the production is estimated at 3,500,000 lbs.—U. S. Report.

Buckwheat Crop Report.

The U. S. Dept. of Agriculture's latest report on the buckwheat crop, by states, follows:

State.	Condition October 1.		Production.	
	10-yr. average, 1918-1927, per cent.	1929, per cent.	Harvested, average, 1923- 1927, 1,000 bus.	1929, per cent. from condition Oct. 1, 1,000 bus.
Maine	88	72	315	292
Vermont	86	81	61	44
New York	82	67	4,216	3,308
New Jersey	81	51	77	13
Pennsylvania	83	61	4,394	3,251
Ohio	84	78	490	693
Indiana	82	77	233	231
Illinois	83	80	81	72
Michigan	77	58	724	639
Wisconsin	81	76	376	312
Minnesota	80	65	1,012	827
Iowa	87	76	108	82
Missouri	81	71	15	12
North Dakota	77	40	*108	62
South Dakota	77	58	162	193
Nebraska	82	70	15	13
Delaware	79	73	62	32
Maryland	81	72	166	131
Virginia	83	77	305	314
West Virginia	85	72	668	720
North Carolina	82	84	183	202
Kentucky	80	78	126	213
Tennessee	81	72	54	50
United States.	82.2	66.3	13,949	11,706

*Short term average.

Jefferson City, Mo., Oct. 12.—Missouri corn during September improved five points, owing to rains and favorable temperature, being now 60% of normal, indicating 121,131,000 bus. on 5,634,000 acres planted, compared to 181,540,000 bus. from 6,260,000 acres in 1928. Missouri farmers are harvesting the smallest crop of corn since 1913, with 129,062,000 bus., the lowest production having in 1901 been 66,436,000 bus. The yield this year is expected to be 21.5 bus. per acre. The small production this year is due partly to the smallest acreage since 1894. Missouri corn suffered no serious frost damage up to October. Missouri wheat seeding for the 1930 crop has been delayed by unfavorable soil conditions, but later rains have helped. More wheat is going in on corn stubble than for some years. Hay is the best crop on farm acreages in Missouri during 1929, as the 1.35 tons on 3,515,000 acres of all tame hay indicates 4,745,000 tons, compared to 4,183,000 tons from 3,299,000 acres last year.—Joint Missouri and Federal Report.

Twenty-seven per cent of 1,063 farmers studied in a recent survey conducted by the Ohio Agricultural Experiment Station went to the farms from other occupations. Indicating that some city dwellers envy the "depressed farmer" (as described by some politicians) or find labor surpluses or other problems to harass them while living in the city.

World's Wheat Crop Underestimated.

Kansas City, Mo.—An item which we noticed recently said: "We are old-fashioned enough to think that the supply and demand still cuts some figure. Supplies are large, and demand is limited." The continued accumulation of grain at market centers, in the face of about three hundred million in the visible in North America, would seem to bear out this statement. Clearances for export confirmed the demand feature, altho some increase in the sales for export have been noted, but of course it is far below a replacement basis from the interior, yet nevertheless it makes more or less of an improvement in the situation. It is our idea that after this distress grain is cleaned up the foreigner will find the price marked up for any grain that the owners have elevator space for, in the face of very attractive carrying charge prevailing.

The Argentine, who are supposed to furnish an incentive for higher prices, continue to market their old grain freely, which is unusual, if we are to believe the stories coming out of that country with regard to the prospects for their new crop.

Canadian movement continues free. So they are either satisfied with the price or have raised more than they are given credit for.

Europe, with large stocks on hand and afloat, continue to play the waiting game. But, with the fine carrying charge prevailing in this country, it will undoubtedly result in holders in this country being backward in making offers, if the storage space is sufficient to take care of the current arrivals.—Shannon Grain Co.

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Dover, O., Oct. 16.—Wheat acreage is about 10% more than last year and looks better; conditions are good.—The Kamp Gerber Co.

Dover, O., Oct. 15.—Acreage of wheat practically same as year ago, 100%. Condition good, 100%. None plowed up.—Hardesty Milling Co.

Ottawa, Ont., Oct. 14.—Canadian exports of wheat during September totaled 7,409,809 bus., compared with 26,922,776 during September, 1928.

Quebec, Que., Oct. 12.—The steamer Tamworth, with over a half million bus. of Argentine corn consigned to this port, arrived here today.

Quebec, Que., Oct. 11.—Quebec is suffering from grain congestion. One lake grain ship is in port with 127,000 bus. of wheat with no place to unload it.

Kansas City, Oct. 18.—The first car of new corn arrived here today and graded No. 5 white, weighed 51.5 lbs. and the moisture content was 21 per cent.

Dover, O., Oct. 15.—Fifty per cent of wheat crop and 75% of oat crop remaining in farmers' hands. Practically all the oats grown in this territory is fed on farms.—Hardesty Milling Co.

Loadings of grain and grain products for the week ending Oct. 5 were 49,525 cars, a decrease of 8,076 cars over the same week in 1928 and 497 cars below the total for the same period in 1927.

Houston, Tex., Oct. 16.—The grain situation here yesterday was: On hand on track, 1,510,500 bus.; in transit to Houston, 556,500 bus. and in elevators at Houston, 1,650,000 for a total of 3,717,000 bus.

Evansville, Ind., Oct. 15.—Corn shucking has started. A few farmers are cutting their new corn. The old corn is being delivered more liberally, as farmers want to raise money to pay their fall taxes.—W. B. C.

South Haven, Kan., Oct. 8.—Acreage of wheat to be sown near South Haven will be slightly lower than last year. Sowing is getting about thru. Very little moisture in the ground.—Agt., Stevens Scott Grain Co.

Sarnia, Ont., Oct. 8.—The Lemoyne, largest grain carrier of the Canada Steamship Lines, tied up for the winter today, fully a month before the first storage boat of last year. The steamer has a half-million bus. of wheat on board.

Montreal, Que., Oct. 10.—Wheat shipments thru the St. Lawrence canals during September showed a decrease of 8,300,000 bus., compared with the previous month. The boat total was 347 less than in Aug.

Omaha, Neb., Oct. 11.—The first car of new crop corn arrived here today from Carroll, Neb. It graded sample grade yellow, 47.8 lbs. test, 28.8% moisture, 3% damage and was heating all thru. It sold for 67 cents.

Montreal, Que., Oct. 9.—The largest single day shipment of grain out of the harbor here since mid-July was made yesterday when 849,919 bus. left the port. The last previous total of near this amount was 826,911 bus. on Aug. 5.

Port Arthur, Ont., Oct. 12.—The first full cargo of No. 1 hard wheat ever to leave this port left here today when the barge Sagamore cleared for Erie, Pa., with 200,000 bus. of No. 1 hard wheat. The wheat was loaded from Saskatchewan pool elevator No. 7 and the grain all came from Saskatchewan.

Evansville, Ind., Oct. 22.—Southern Indiana farmers are selling their old corn quite liberally now. Until recently corn meal manufacturers in this section were forced to bring in both white and yellow corn from the west, but now they report they are getting all the Indiana corn they want for grinding purposes.—W. B. C.

Sioux City, Ia., Oct. 17.—Altho there have been no killing frosts, corn picking, within a radius of 75 miles of this place, is further advanced than it has been on this date in 25 years, county agricultural agents report. Corn has ripened rapidly and is ready for the crib. Some has even been shelled. Pierson sent the first carload to market from this region yesterday.

Helena, Mont., Oct. 14.—Marketing of wheat has been very heavy and farm stocks on Oct. 1 represented a smaller proportion of the crop than usual. Considering the small production this season the present holdings on farms are probably lower for this date than in any recent year. Ninety per cent of the oats crop was held on farms Oct. 1.—Joint Montana and Federal Report.

Fort William, Ont., Oct. 21.—Six boats, carrying 1,279,000 bus. of grain, cleared the lake head over the week end, but stocks in store advanced slightly since Oct. 19 as 1,100 cars were unloaded by both railroads. Today there were 4,000 cars in the local yards awaiting unloading. On the brighter side were 10 boats either loading or waiting to load and three more were reported coming in light for grain.

Galveston, Tex., Oct. 16.—The grain situation here yesterday was: Received past 48 hours, 28 cars. Unloaded past 48 hours, 116 cars. On hand on track, 2,364 cars or 3,546,000 bus. In transit to Galveston, 901 cars or 1,351,500 bus. In elevators at Galveston, 3,175,000 bus. A compilation of these figures on the basis of 1,500 bus. to the car shows the following: On hand on track at Galveston, 3,546,000; in transit to Galveston, 1,351,500, and in elevators at Galveston, 3,175,000, for a total of 8,072,500 bus.

Topeka, Kan., Oct. 10.—It is estimated that about 38% of the 1929 wheat crop was still in producers' hands in Kansas on Oct. 1. Last year about 45% was so held; in 1927 about 38%; and in 1926 about 41% of the season's production. These per cents are to be applied to a variable production according to the year. They mean about 62,000,000 bus. in farmers' hands in Kansas on Oct. 1, 1926; about 42,000,000 bus. so held in 1927; about 80,000,000 bus. in 1928, and about 44,000,000 bus. this year.—Joint Kansas and Federal Report.

Daily Closing Prices.

The daily closing prices for wheat, corn, oats, rye and barley for December delivery at the following markets for the past two weeks have been as follows:

WHEAT.													
	Oct. 10.	Oct. 11.	Oct. 12.	Oct. 14.	Oct. 15.	Oct. 16.	Oct. 17.	Oct. 18.	Oct. 19.	Oct. 20.	Oct. 21.	Oct. 22.	Oct. 23.
Chicago	135	135 3/4	*	134 1/4	134 1/4	130 3/4	130 1/4	129 1/4	127 1/4	128 1/4	129 1/4	124 1/4	120 1/4
Kansas City	129 1/2	129 3/4	*	128 3/4	129 1/4	125 1/4	125 1/4	124 1/4	121 1/4	122 1/4	123 3/4	120	114 1/4
St. Louis	133 3/4	134 1/4	*	133 1/4	133 3/4	129 1/4	129 1/4	128 1/4	125 3/4	126 3/4	127 3/4	124 1/4	118 3/4
Minneapolis	137 1/4	137 1/4	*	135 1/4	136 1/4	132 1/4	132 1/4	132 1/4	129 3/4	130 3/4	131 3/4	128 3/4	121 3/4
Duluth (Durum)	123 3/4	124 3/4	*	124 1/4	124 3/4	120 3/4	120 3/4	119 3/4	117 1/4	118 1/4	120 3/4	117 1/4	111 1/4
Winnipeg	147 1/4	147 3/4	147 3/4	146 3/4	147 3/4	143 3/4	143 3/4	141 3/4	138 3/4	140 3/4	141 3/4	138 3/4	132 3/4
Milwaukee	135 1/4	135 3/4	*	134 3/4	135	131	130 3/4	129 3/4	127 1/4	128 1/4	129 3/4	125 1/4	120 3/4
CORN.													
Chicago	95	94 3/4	*	93 3/4	94 1/4	92 1/4	92 3/4	91 3/4	90 3/4	91 3/4	92 3/4	90 1/4	91 3/4
Kansas City	91 1/2	91 3/4	*	90 1/2	90 3/4	88 3/4	88 1/4	87 3/4	86 3/4	87 3/4	89 1/4	86 3/4	87 3/4
St. Louis	94 3/4	94 3/4	*	93 3/4	94	92 1/4	92 1/4	91	89 3/4	91 1/4	92 3/4	90 3/4	90 3/4
Milwaukee	95	95	*	93 3/4	94	92 1/4	92 3/4	91 3/4	90 3/4	91 3/4	92 3/4	90 3/4	91 3/4
OATS.													
Chicago	51 1/2	51 3/4	*	50 1/2	50 3/4	50	49 3/4	50	49 3/4	50 1/4	50 3/4	50 1/4	49 3/4
Minneapolis	49 3/4	49 3/4	*	48 1/4	48 3/4	46 3/4	47 1/4	47 1/4	46 3/4	47 3/4	48	47 3/4	46 3/4
Winnipeg	69 3/4	69	69	68 1/4	67 3/4	64 3/4	63 3/4	63 3/4	61 3/4	63 3/4	65 3/4	64 3/4	63 3/4
Milwaukee	51 3/4	52	*	50 3/4	51	50	50	50 3/4	49 3/4	50 3/4	50 3/4	50 3/4	49 3/4
RYE.													
Chicago	107 1/4	107 3/4	*	107 1/4	107 1/4	106	106	105 3/4	104 1/4	104 3/4	105 1/4	104	103 1/4
Minneapolis	102	102	*	100 3/4	101	99	99 3/4	99 3/4	97 3/4	98 3/4	99 3/4	97 1/4	95 3/4
Duluth	101 1/4	101 3/4	*	100 3/4	100 3/4	99	99 3/4	99	97 3/4	98	99 3/4	98	96 1/4
Winnipeg	107	106 3/4	106 3/4	104 3/4	104 3/4	102 3/4	101 3/4	101 3/4	99 3/4	101 1/4	104 3/4	101 1/4	100 3/4
BARLEY.													
Minneapolis	66 1/4	66 3/4	*	65 1/4	64 1/4	61 3/4	62 1/4	63 1/4	62	63 3/4	64 1/4	62 3/4	62 1/4
Winnipeg	74 3/4	74 1/4	74	73 3/4	73	70 3/4	69 1/4	69 3/4	67 3/4	69 1/4	70 3/4	68 3/4	67 3/4

*Holiday.

Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 29-30.—Nebraska Ass'n of Grain Elevator & Mill Operators, Lincoln Hotel, Lincoln, Neb.

Nov. 6.—Ohio Grain, Mill & Feed Dealers Ass'n, Deshler Hotel, Columbus, O.

Dec. 10-12.—Farmers Elevator Ass'n of South Dakota, Cataract Hotel, Sioux Falls, S. D.

Dec. 2-4.—Farmers National Grain Dealers Ass'n, Chicago, Ill.

Weighmasters Consider Leaking Cars, Track Scales and Steel Cars

The 12th annual meeting of the Terminal Grain Weighmasters National Ass'n was called to order with 19 present at 9:50 a. m., Sunday, Oct. 13, in the Hotel Pere Marquette at Peoria, Ill., by Vice Pres. M. H. Ladd, of Milwaukee, Wis.

MR. LADD: Our president, P. P. Quist, state weighmaster of Minnesota, has been confined to his bed for three weeks, but I am glad to say is much improved altho not in condition to travel. This is the first meeting he has missed in 11 years. I have the following letter from him:

I am very much disappointed in not being able to be with you at Peoria, as these annual meetings have always been holidays to me. To be relieved from responsibility, even for a few days, is a recreation, to say nothing of the pleasure of meeting men engaged in the same kind of work and exchange ideas in regard to our service to the grain trade. The object of these annual gatherings has been to establish rules and regulations for the handling and weighing of grain at the terminal markets, and much constructive work has been brought about during the eleven years this organization has been in existence.

As a result, the leading markets are today handling grain on very close weight. Owing to the fact that the flour mills in Minneapolis receive wheat from nearly all the terminal markets, we have a chance to check their weights, and consequently, are in position to pass judgment as to their accuracy, and it is interesting to note the close weight obtained from the markets that operate under the rules and regulations as outlined by the weighmasters organization.

The grain trade recognizes and appreciates the improvements in the service that has been made in late years, and it should be our aim to induce some of the markets that are now on the outside to come into the "fold." With greetings to all members and friends, I am Sincerely yours.—P. P. Quist.

JOS. A. SCHMITZ, weighmaster of the Chicago Board of Trade, read the following paper on "Revising Specifications for Railroad Track Scales":

Revising Specifications for Railroad Track Scales.

At the last annual convention of the National Scalesmen's Ass'n, a resolution was adopted that in substance endorsed a plan to formulate specifications for railroad track scales other than those covered by the Bureau of Standards Circular No. 83, which are the specifications approved by the Interstate Commerce Commission in connection with case No. 9009, and, which also have been approved by the carrier's ass'n, which was largely responsible for their compilation. For some time now there has been agitation for less stringent specifications for railroad track scales and the resolution referred to above was inspired by the belief of many persons that, unless there be approved a less expensive type of railroad track scale, an injustice would be done to many scale owners who are confronted with the task of replacing old track scales with new ones.

The cost of the "standard specification scale," it is claimed, is more than they can afford. The principal reasons given in support of this view are: One, that the amount of weighing done over some of the track scales of small industries does not justify the expense incident to the installation of so high a type of weighing machine specified in circular No. 83 and, two, that scales constructed in accordance with such specifications were out of proportion to the needs of a considerable number of weighing points. The resolution did not recommend a change in the present specifications but instead suggested that specifications for scales of lesser capacity be promulgated. The resolution directed the executive committee to circularize those interested so that a general discussion of the subject be brought about. As a result of this committee's activities a number of meetings were held and specifications for a 90-ton capacity scale were tentatively agreed upon.

This new type of scale is to be known as a "light industry railroad track scale." It is to have a sectional capacity of 50 tons and its length is restricted to 46 feet. A cursory examination of the tentative specifications at hand reveals a number of economies, for aside from an appreciable saving in the cost of the scale itself, because of its reduction in capacity and the elimination of the more exacting requirements of manufacture, there is a decided re-

duction in the cost of the structural steel and the foundation and pit. Among the arguments brought forward in favor of the proposed new scale we have the following: It has been repeatedly stated that the high cost of Circular No. 83 scales has prevented replacements and that rather than spend so large a sum for a new scale, owners are keeping old scales in service by repairing them even though much of the money so spent is an economic loss. It is further claimed that such repaired scales are often on the borderline of being rejected and that therefore there is a constant hazard of these scales going out of tolerance. There can be no doubt that some of the arguments for a less expensive scale, have merit and many of you will agree that a 50-ton sectional capacity scale, properly installed, would be an improvement over some of the old scales now in service.

Specifications of Circular No. 83 when brought out were considered ideal, at least so far as the sub-committee on grain weighing was concerned. In these specifications provisions were made to correct most of the evils then present in track scales. There was also the thought in the minds of the compilers that the specifications should be ample enough to take care of the larger equipment that it was reasonable to suppose would be built in the near future, for unless provisions were made to meet the constantly increasing gross loads of railroad cars, the specifications would soon become obsolete and we would have a repetition of the conditions that then existed. Various committees, state, national, industrial and railroad, held many conferences at which the track scale specifications were discussed but finally the specifications of Circular No. 83 were approved and adopted by all concerned. As you know, all conferences are more or less compromises and the product of a conference is generally a combination of the ideas of all who take part. Then too, specifications must of necessity be general, and of course uniform, but conditions under which the scales so specified are used often vary and therefore we have cases where scales built in accordance with the prescribed specifications exceed or fall short of the particular needs of the different users.

While in one case the value and volume of the product does justify a high standard of scale, in other cases, where the amount of weighing to be done is small, or where the value of the product is low, the cost of a high quality scale would seemingly be excessive. In cases like the latter we sometimes have the additional fact that the average load to be weighed is also small.

The proposed "new scale" as outlined in the tentative specifications offered at this time is a far better scale than was the average scale in use when the Circular No. 83 specifications were promulgated. At that time we were confronted with many poorly designed, low capacity scales (some of them only 30 tons per sec-

tion), resting on poorly constructed foundations, built in a haphazard manner and entirely lacking in most of the refinements provided for in present day specifications. The most inefficient and obsolete of these scales have been eliminated in the last decade. However, there are still in use too many scales that, to say the least, are a source of danger to accurate weighing. Should the proposed new scale receive approval for use at these points where gross loads are comparatively light and where the volume of weighing is small, I have no doubt that many obsolete, inefficient, railroad track scales would be replaced with new scales. It is my understanding that the largest demand for this light industrial railroad track scale comes from the cotton interests in the south and southwest. However, there are track scales used for weighing grain, the sectional capacity of which is considerably lower than that specified for the "new scale," hence replacement of these scales would be an improvement in the grain weighing equipment. By this I do not mean that the grain trade should advocate for grain weighing the installation of a scale of smaller sectional capacity, equipped with a far lighter weigh bridge. The 60-ton per section Circular No. 83 scale has proved entirely satisfactory.

CLAY JOHNSON, Peoria: There should be a lighter scale for lighter work. Many small industries need a track scale and the cost of the scale exceeds the entire assets of the industry. In designing the new scale they have embodied bad engineering. I would not recommend a 46-ft. scale.

HENRY L. GOEMANN, Mansfield, O.: In the North where we have severe winters a jar will crack the scale.

J. M. BYLSMA, Chicago, Ill.: I am afraid if we approve these specifications these light scales will be installed at a great many elevators and mills. It may be all right at a cotton mill.

MR. SCHMITZ: The grain trade is getting to be more of a feeding business, and would like to get back to the old 60,000-lb. car, as we are getting more on a domestic than an export basis.

MR. GOEMANN: I am in favor of the small scale if the railroads will co-operate by limiting the size of the car. All but the small roads are making 100,000 lbs. their standard. They have 278,000 of 60,000 capacity now but expect to eliminate all by 1932 at the latest.

T. E. BRENTNALL, Denver, Colo.: You can't go to a businessman and tell him his scale is no good when he knows it is all right. Why this 46 ft. instead of 50 ft.? The greatest trouble in track scales was in the bridges. You can get good weights on the old scales by putting on a heavier bridge.

MR. GOEMANN: The claim departments will throw out all claims made over these small scales if not approved, if they are disposed to be nasty about it. We want your recommendations. We don't want to be dictated to by the railroads.

C. A. BRIGGS, Washington, D. C.: These light scales were not giving satisfaction in the ten years 1913 to 1923 when tested by the Bureau of Standards.

C. A. KING, Chicago, Ill.: I do not agree with the 46-ft. weighbridge. The cost of tearing out the old foundation and putting in a new one is exorbitant. Cut down the foundation and put in a heavy bridge and you will be able to get some old scales repaired.

MR. LADD: Would 15 cars per day be their requirement?

MR. SCHMITZ: That would be a good business and he could afford the expense of a track scale. The small country elevator does not need the track scale. If the elevator handled only ear corn it would have to have a track scale. I am unalterably opposed to changing the specification, but I am not opposed to change in the knife edges.

MR. GOEMANN: Thirty years ago quite a few of the country elevators had track scales, but they have disappeared.

MR. JOHNSON: I move that the powers that be be notified the weighbridge should be not less than 50 ft. and its weight per yard 100 lbs.



Pres.-Elect M. H. Ladd,
Milwaukee, Wis.

Annual Meeting of Chief Grain Inspectors

CHAIRMAN LADD: I name Schmitz, Johnson and Bylsma a com'te of three to draw up a resolution embodying these points.

Adjourned for luncheon.

LUNCHEON was served in the rear of the same large hall which had been screened off. The weighmasters were seated at several round tables and partook of an excellent repast.

The afternoon session began with the presentation of the com'te report by Mr. Johnson objecting to 46 and favoring 50 ft. length of weighbridge, which, without discussion, was unanimously adopted.

MR. BRIGGS, who was for many years with the Bureau of Standards at Washington, but who is now in charge of live stock weight supervision for the U. S. Dept. of Agriculture, sketched the developments of recent years in weighing methods, and pictured the wonderful possibilities of future improvement, in an address on "Modernizing the Weighmaster's Job," which appears on page 534.

H. A. JUNEAU, Superior, Wis.: A few years ago the practice began of issuing a car condition report. At first we received encouragement from the grain shipping public and not so much from the railroad public. We used to sound cars on the ends and sills, but have done away with the sounding test. The only cars we sound are those in apparent poor condition. I expect some disagreement on that point. We make a record of stopping leaks with rags; and we make a record of condition of load inside.

About 5 years ago we started to record the depth of grain in cars. It has been of value in detecting errors in unloading cars, for errors do occur.

MR. SCHMITZ: We show any defect on the certificate.

MR. JOHNSON: No weighing departments are taking end door seals.

J. A. HALLAM, Cincinnati, O.: Our intention is to take end door seals but there are not many of them.

MR. JUNEAU: The sounding test develops many leaks that are not leaks at all. We kept track of claims filed and found so many cases where the notation had no claim for shortage, and where we had shipper's card there was no loss. I would prefer to miss a leaking notation rather than report as "leaky," cars that were not. We make an examination of cars in railroad yards only just before unloading at

[Concluded on page 521]

A good turn-out of chief inspectors and deputies attended the 28th annual meeting of the Chief Grain Inspectors National Ass'n held in the Pere Marquette Hotel, Peoria, Ill., on Oct. 15.

PRES. L. D. IRVING, of Louisville, Ky., called the meeting to order at 9:30 and expressed his pleasure at the assembling of so many intelligent progressives. Many changes have been made in the grades on grain and in the methods of arriving at grades during the life of the ass'n and most of these were for the best.

SECY PAUL LARSON, Sioux City, Ia., read the minutes of the Boston meeting and the financial report, which was approved.

S. P. MASON, Sioux City, Ia., vice-pres. of the Grain Dealers National Ass'n, gave an informal talk on grades and grading from the standpoint of the trade. This follows in part:

Teamwork Needed Between Inspectors and Trade.

It is with feelings brimming over with gratitude I appear before you today. Public talks are hard for me, and harder for my audience, but when I am asked to tell a gathering of Chief Inspectors something, tears of joy come to my eyes, as during the twenty-five years it has been my pleasure to be in the grain business, the Chief Inspectors have always told me something, and my contribution has been a meek, "Yes, sir, we will reload it."

I have learned that on a reinspection "in," weevils are bran bugs, and on "out" loading, bran bugs are weevils. When I call an appeal, dockage is foreign material, and on my loading foreign material is dockage.

The problems I will bring before you are simply my personal reactions on current business and in no sense official.

Objects to "Scabby" on Certificates: It has always been questionable in my mind whether Government Standardized grades were beneficial on barley, but waiving this as a fact accomplished, it is certainly inexcusable to use the word "scabby" in defining a condition or grade. It is my opinion that it is unfair to the producer, the seller and the consumer.

In and of itself it carries an unfair prejudice. The remedy is simple; no one in the grain trade expects the same price for inferior barley, but where a condition is unavoidable, it should not be labeled with a name that damns it before selling or buying. In any other grains "damaged grain" is sufficient to convey the informa-

tion and it should be in barley.

Musty Oats Shud Be Sample Grade Oats: For years I have objected to the grade of No. 4 White Oats, including musty oats. While as an inspection proposition the grade of No. 4 White Oats covers a multitude of sins, as a commercial proposition, certainly musty oats should be "sample grade oats."

The increasing barley content naturally grown in oats and the feeding value of oats containing 15% to 20% barley, is occasioning more and more the sale of No. 4 White Oats as a commercial grade.

The answer is obvious; a buyer reasonably expects No. 4 Whites to conform to a certain feeding standard in which musty oats are not permissible.

It is not necessary to call to your attention that no other grain permits musty grain in a four grade and the nature of must and heat are primarily a sample proposition.

Foreign Material in Corn: I approach this recommendation in fear and trembling, but I have given mature thought to it and strongly recommend a 10/64 screen in determining the foreign material in corn, with any wheat or oats that will not pass to be reclaimed as rye as in wheat.

I wish to go on record that bee wings, corn dust and the finer material is strictly foreign material, but in the present grading of corn an undue penalty is exacted on cracked corn in natural handling that carries the bulk of the weight and full feeding and corn values.

In this intimate talk I am privileged to preach, and my observation the past years, briefly, is as follows:

The present grades fully determined in writing have been a big step forward. I feel that in definitely defining the grades of grain the entire trade has benefited. I may compare our present system to a written Constitution for a Republic.

An unwritten constitution is dependent on the moral character of the citizens and officers. In the past I am glad to say our standard was high, but it was dependent on its weakest link, and where the moral tone declined, the system of grading collapsed. Under a written constitution, duties, conditions and rights are clearly defined and the smaller wrongs and unfairness are subordinated to the general good.

I am informed that the checking between terminals is increasingly uniform, and this brings me to a statement that has been challenged, but I sincerely believe true, that where a large volume of business moves between terminal markets; I consider that where the check under present grades is 97% to 98% uniform, that the inspector at the originating point, or at the destination, is lax.

If 98% of grain loaded in Kansas City is

Chief Inspectors and Weighmasters at Peoria Meeting.



Front row (left to right): Paul Larson, Sioux City, Ia.; W. J. Peterson, Houston, Tex.; D. H. Larkin, Baltimore, Md.; A. V. Tischer, Des Moines, Ia.; John H. Frazier, Philadelphia, Pa.; Jos. A. Schmitz, Chicago, Ill.; B. O. Grear, Nashville, Tenn.
Middle row: S. A. Holder, Indianapolis, Ind.; M. H. Ladd, Milwaukee, Wis.; Harry R. Clark, Omaha, Neb.; Tom B. Armstrong, Kansas City, Mo.; Allen A. Breed, Milwaukee, Wis.; Clay Johnson, Peoria, Ill.; N. N. Folbigg, Lacon, Ill.
Back row: M. C. Fears, Kansas City, Mo.; B. H. Johnson, Kansas City, Mo.; A. F. Evenson, Minneapolis, Minn.; Ralph Brissenden, Kansas City, Mo.; J. A. Hallam, Cincinnati, O.; T. E. Brentnall, Denver, Colo.; H. A. Juneau, Superior, Wis.; Lee D. Irving, Louisville, Ky.; F. B. Tompkins, Peoria, Ill.

grading in Chicago, the grading at Kansas City is too severe.

We, as grain dealers, are selling on our market grades, and when sold on grade, are loading to the exact line of the grade. It is my firm belief that it is more to the credit of our present rules and the proper inspection of grain, where it is a question of line grade on any one factor as damage, test weight, moisture, etc., that the variation of fractional hundreds be from 90% to 95% rather than 97% to 98%.

I may illustrate this by loading 50 cars of No. 3 mixed corn, where moisture is the determining factor. The original inspection passes 46 cars and turns down 4, all of the cars passing carrying from 17.3% to 17.5% moisture. I maintain that with even careful loading and careful sampling, that a reinspection of the same 50 cars would pass 46 to 50 cars. But the cars that missed might not be the same cars. In this assumption I refer entirely to grain evenly loaded to line grade.

If this assumption is granted, inter-market grading can be made more uniform by co-operation. The integrity and the high standard which you men have brought into and are maintaining in interstate commerce, would benefit by the mutual protection to the fullest possible extent of grades between markets. No question can be involved of grain not grading. I refer to 6% damage corn or 9/10 dockage or 17½% moisture in which the sampling and human element enter to the extent of 1/10 or 2/10 of one per cent, may and should be protected on the original grade between markets.

If my words carry a message, it is team work and co-operation. This is not new; team work has always promoted the higher concepts of public interest.

To achieve such results is not merely co-operation between markets, nor yet between grain firms and inspectors, but rather a broad outlook, a common recognition of common purposes, between producers and inspectors, merchants and inspectors, government and inspectors, a co-operation not for special interests, but one that recognizes a broad outlook for the general good.

Legislation did not create our great modern markets, nor originate the facilities that have made our modern inspection departments possible.

It is fine to know that inspection and weighing departments, organized singly to protect and govern individual transactions, have developed to a stage where transactions involving hundreds of thousands of dollars are made between Sioux City and Portland, Ore., Minneapolis and Galveston, Omaha and Boston, on the integrity of our inspection and weighing. No higher tribute can be paid to any body of men.

Discussion followed Mr. Mason's talk. T. B. Armstrong of Kansas City wanted to know if anything was being done by the Department of Agriculture in regard to changing grading standards on corn so as to encompass fewer numerical grades.

J. H. FRAZIER, Philadelphia, Pa.: The Department has these under consideration but no action has been taken to date. A special Survey Com'te, appointed by the Sec'y of Agriculture, is working on corn as well as other grading problems, because a number of markets have proposed new grades to change the amount of foreign material.

The tendency is to change the foreign material sieve to one with small perforations so as to hold more of the larger cracked kernels. Large crackings do not injure the grain from the commercial standpoint, since their feeding value is just as great as whole kernels, and they do not in themselves cause heating or other deleterious action on the whole grain. I think we may expect a change.

MR. MASON: It is an admitted fact that the meal caused by some drying methods, which is powdery and fine, will cause damage and surely such should be included in the foreign material, but larger pieces of cracked kernels cannot fairly be classed the same.

A. F. EVENSON, Minneapolis, Minn.: In grading wheat the cracked berries are thrown back into the wheat and not included in the dockage. Such cracked berries are not foreign material.

J. A. HALLAM, Cincinnati, O.: I am in favor of changing the sieve from 12-64th inch to 10-64ths.

This would automatically cut down the amount of cracked corn which might pass thru into the foreign material. This organization ought to go on record, I think, in favor of such an improvement.

The following resolution was adopted:

Decrease Number of Grades and Foreign Material Content.

Inasmuch as a feeling is prevalent among buyers, dealers, inspection departments and others that there are too many grades in the present corn standards as designated by the United States Department of Agriculture, and,

Whereas: Desire is expressed among the before said buyers, dealers, inspection departments and others that a change be made to include fewer grades, be it hereby

RESOLVED, That it is the wish of the Chief Grain Inspectors' National Ass'n, convening at Peoria, Ill., this 15th day of October, 1929, that the United States Department of Agriculture consider the following 5 grades in making a new set of standards:

Grade	Condition	Minimum test, lbs. per bu.	Moisture, %	Maximum limit of— Damaged corn.		
				F. M., %	Total, %	Heated
1	Cool and sweet	55	16	1	11	0.1%
2	Cool and sweet	53	18	2	12	0.2%
3	Cool and sweet	51	18	3	13	0.5%
4	Cool and sweet	49	20	4	14	1.0%
5	Cool and sweet	46	22	6	15	3.0%

Sample Grades: Corn which is musty and sour, and otherwise the definitions are unchanged.

Change Sieve.

Whereas, also, the 12-64 inch sieve now used for sieving foreign material lets thru too much cracked corn which is sound, merchantable grain for all practical purposes, throwing this into the foreign material; be it hereby

RESOLVED, That this sieve be changed in all inspection departments to a 10-64 inch sieve; and,

RESOLVED, That the Sec'y of this Ass'n be instructed to send a copy of this resolution to the com'te appointed by the Sec'y of Agriculture for the purpose of conducting a survey of the grain standards and inspection practices now prevailing under the U. S. Grain Standards Act.

HARRY R. CLARK and John H. Frazier, reporting for the com'te appointed last year to submit a questionnaire to the trade on the problem of corn grades, said the com'te had waited on sec'y Hyde of the Department of Agriculture, who manifested interest and caused the Survey Com'te to be appointed. Undoubtedly some action will follow, tho no promises were made by the Sec'y of Agriculture.



Harry R. Clark, Omaha, Neb.,
Pres. Chief Inspectors' Ass'n.

SPLITTING HAIRS ON PROTEIN.

MR. ARMSTRONG: Protein testing on wheat has undergone a trial by fire. Certainly it has become an important factor in grading of this commodity. Premiums and oftentimes profit or loss depend thereon.

But the trade generally feels that protein testing has become too technical for practical commercial purposes. It is a complicated test, made with 50 berries of wheat out of an entire car. Buyers and sellers are trying to split hairs with a teaspoonful of wheat, in spite of the variation evident in check tests made between members of the Ass'n of Cereal Chemists.

Some member of the ass'n of chemists prepares a finely ground sample and mails it to each member of the ass'n once a month. Each member analyzes it for protein and sends the results of his test back, to be included in the compilation. The records kept over a period of 40 months shows a variation of 56 points, or 56/100ths of 1%, between the high and low. Yet the trade bases premiums on variations of 10 points.

The trade proposes that premiums should not be based on less than 25 point variations. This could be accomplished by the chemists making their protein notations in 25 point breaks. For instance: If a sample ran 12.15% protein, make the notation read "12.25%," or if it ran 12.60 protein, make it read "12.50%." Reporting the protein content in 25 point breaks would eliminate the trouble on this score which now involves the trade.

MR. EVENSON: I want to endorse what Mr. Armstrong has just said. We have taken 10 probes in the same car, run a protein test on each probe, and found variations in each. Reporting in 25 point breaks is allowing small enough leeway for variations in tests.

The organization felt that this is a matter in which it could not properly take any action under present conditions.

APPOINTMENT OF A CONTACT COM'ITE.

MR. FRAZIER: It has been suggested that this organization appoint a permanent contact com'te to meet with the federal department and work with it to the end that greater co-operation between state and federal men may be accomplished. There is some question as to whether the federal department would welcome and recognize such a com'te. Mr. Beasley of the federal department is here, however, and I move that our president be made a com'te of one to see him, and if he is found favorably disposed, to appoint such a com'te from our organization.

His motion was seconded and adopted by the meeting.

GRADES TOO COMPLICATED.

MR. EVENSON: Mr. Jacobson in the Northwest has complained repeatedly that our grades are too complicated for export business, with the result that Europeans do not place faith in them, for they do not understand them. It is suggested that our grades ought to be simplified so that they will receive the recognition accorded Canadian grades, for example. This would doubtless have a beneficial effect on our export trade.

It was felt this matter could not be taken up properly by the organization, so no action was taken.

OFFICERS.

The following officers and directors were elected for the ensuing year:

Harry R. Clark, Omaha, pres.; J. H. Frazier, Philadelphia, vice-pres.; Paul Larson, Sioux City, sec'y-treas.; A. A. Breed, Milwaukee, P. D. Conners, Buffalo, S. A. Holder, Indianapolis, Lee D. Irving, Louisville, D. H. Larkin, Baltimore, and F. B. Tompkins, Peoria, directors.

Adjourned *sine die*.

LUNCHEON: Following the meeting the inspectors repaired to the Creve Coeur Club where they joined the weighmasters in a delightful luncheon.

Weighmasters Consider Leaking Cars, Track Scales and Steel Cars.

[Continued from page 519]

the elevator. We did make a record at all elevators in Superior of cars that they saw in leaking condition 15 years ago. We found some cars were newly nailed. A very small percentage are now reported in leaking condition.

H. R. CLARK, Omaha, Neb.: At Omaha we have joint inspection with each railroad, with sounding test, but before putting in the record two men have to agree on the seriousness of the leak. We use a rubber hammer.

MR. JUNEAU: We use a steel bar to tap it with. We never resort to the pounding test.

MR. SCHMITZ: Under the hammer test oats were made to run out of a car that was loaded with corn. In one year 80 to 90 per cent of the cars were reported leaking. Wheat leaked out of a car loaded with baled hay. I asked one concern putting in claims if they did not fear being put in jail for rebating. That condition has been remedied.

When H. A. Foss first recommended the use of metal sheathing to hold the siding to the sills he stopped the leaks. Nowadays when a car leaks it has a broken door post or some other leak easily discovered. It is the exception now that there is a leak thru loose sheathing. We have a lot of leaks over or thru grain doors.

MR. LADD: We have the joint inspection at Milwaukee. They make the inspection together. The railroad inspector carries a 2-lb. hammer.

MR. JUNEAU: From 1917 to 1926 inclusive we have reports of all leaks, and grain door leaks. In 1917 4 per cent leaked, in 1920 20 per cent, last 4 or 5 years 6 per cent, and 60 per cent of the 6% was over the grain door caused by the inspectors knocking off the top board of the grain door.

H. R. CLARK: At Omaha we will have more leaks because they press every car into service and our percentage will be heavier than at Duluth or Chicago.

MR. JUNEAU: You could stick a lead pencil between the hardwood boards of the grain door which had shrunk. A very small percentage of cars come in with liners.

B. H. JOHNSON, Kansas City, Mo.: On the Kansas side we have 6 to 7% of leaks.

MR. LADD: 50% of our leaks were in or around grain door.

C. G. STODY, Des Moines, Ia.: The Rock Island furnishes cooping paper. One road found the cost of burlap was \$4.20 per car and the claims averaged only \$1.20 per car. At the end of the season they quit.

MR. JUNEAU: The paper is a terrible nuisance. It results in waste of grain and makes more work for the unloader at the receiving pit.

MR. HALLAM: Bits of paper get over the bars in the sink grating.

MR. KING: The type of car now built does not need liners.

MR. JUNEAU: If a car weighs 1,000 lbs. from shipper's card the weighman on the scale floor goes to examine the garner to see if it is clear.

MR. CLARK: We get shipper's weight on 85% of the cars. If difference is over 250 lb. we check the weights.

MR. JUNEAU: We keep a record of all shipper's cards received, and we can refer to them at any time. Year after year certain stations of line companies have had shortages, as a matter of business to collect claims on everything they can.

MR. CLARK: We send out a condition report on every car, whether reported leaking or not.

MR. LADD: We furnish a seal record with every certificate of weight without extra charge.

MR. CLARK: We visited 228 towns and took notes on their weighing equipment, and tried to teach them something about the handling of the scales, and next year we had fewer kicks from that part of the country. Some automatic scales are not given proper attention.

MR. JUNEAU: We inspect the receiving pits after each car is unloaded.

MR. KING: At Omaha they put lights down in the pits.

MR. JUNEAU: We did have one spout that ran thru a corner of a bin so that the grain got back into the house. That was an old wooden house built 34 years ago. The weighmaster tried to cover up and caused us a lot of trouble in investigating.

MR. GOEMANN: I submitted the resolution of Mr. Ladd on single sheathed box cars to the railroads. The Santa Fe is now putting in 3,500 more of the single sheathed box cars.

Mr. Ladd named a special com'te of Schmitz, King and Juneau to handle all questions that may be referred to them between meetings, with reference to steel cars.

Mr. Clark, sec'y-treas., reported receipts of \$299.85 and \$64.80 expenditures, the balance of \$235.05 being increased to \$245.05 by the dues of two new members.

Officers for the ensuing year were elected as follows: Pres., M. H. Ladd; vice pres., H. A. Juneau, and sec'y-treas., H. R. Clark.

Adjourned *sine die*.

Notes.

The weighmasters and chief inspectors were the guests of Mr. Johnson and Mr. Tompkins of the Peoria Board of Trade at luncheon Tuesday at the Creve Coeur Club.

TWO new members were welcomed into the fold at this meeting: Ralph Brissenden and B. O. Gear.

Among those in attendance were: T. B. Armstrong, ass't chief grain inspector of Kansas, Kansas City, Mo.; T. E. Brentnall, Denver, Colo., chief scale inspector Union Pacific R. R. Co.; Ralph Brissenden, state warehouse commissioner of Missouri, Kansas City; J. M. Bylsma, Western Weighing and Inspection Buro., Chicago, Ill.; W. H. Byrne, ass't weighmaster, Board of Trade, Chicago, Ill.; H. L. Goemann, Mansfield, O.; B. O. Gear, chief inspector and weighmaster, Grain Exchange, Nashville, Tenn.; J. A. Hallam, chief inspector and weighmaster, Board of Trade, Cincinnati, O.; Samuel A. Holder, chief inspector and weighmaster, Board of Trade, Indianapolis, Ind.; Clay Johnson, weighmaster, Board of Trade, Peoria, Ill.; B. H. Johnson, Kansas chief grain inspector, Kansas City, Mo.; H. A. Juneau, weighmaster of Wisconsin, Superior, Wis.; C. A. King, chief scale inspector, Western Weighing and Inspection Buro., Chicago, Ill.; M. H. Ladd, weighmaster, Chamber of Commerce, Milwaukee, Wis.; Paul Larson, chief inspector and weighmaster, Grain Exchange, Sioux City, Ia.; David H. Larkin, chief inspector and weighmaster, Chamber of Commerce, Baltimore, Md.; J. A. Schmitz, weighmaster, Board of Trade, Chicago, Ill.; C. G. Stody, chief scale inspector, C. R. I. & P. Ry. Co., Des Moines, Ia.

Four grain exchanges, each with an option market, will be opened by the Roumanian government. They will be located at Bucharest, Braila, Timisoara and Craiova. The Braila market, it is believed, is destined to become the center of the eastern European corn trade.

The Italian government has brot suit in the superior court at Chicago to recover \$250,000 damages alleged to have been sustained by reason of a shipment of 300,000 bus. of wheat from Galveston, Tex., in 1920, being unfit for use. The shipment was the last made on a contract for 5,000,000 bus.

The export duty on flaxseed from the Argentine has been advanced from about 1c a bu. in June to 10c a bu. at the present time, adding that much to the cost of Argentine seed at New York and increasing correspondingly the income of the Argentine government. This further emphasizes the desirability of a home supply of flax. Present indications are that last year's Argentine crop will be larger than this year's Argentine crop, and the United States crop combined.—Archer-Daniels-Midland Co.

The Circle Convenes.

One of the side-lights of the Peoria Convention was the annual meeting of "The Circle." This name does not mean much to the "rank and file," who are not acquainted with this organization. It consists of a private crop reporting bureau consisting of just twenty-five members located strategically, covering the entire grain belt of the United States, extending to the Eastern, Western, and Southern coasts with one member located at Winnipeg, Canada. This coterie of dealers is the result of an organization which was formed nearly twenty years ago by our lamented friend, Geo. A. Wells, for years Secretary of the Western Grain Dealers Ass'n. It consisted mainly of about seven members, part of whom are still members of the Circle. Since that time it has increased gradually until the membership now is limited to twenty-five members.

The object of the Circle is that each member write a letter giving the crop conditions in his territory once a week, which is mimeographed and a copy sent to each member. There is no written constitution or by-laws nor dues to pay, but there is just one rule which must be observed and that is: If a member fails to write for three weeks in succession he is in line to be dropped from membership.

The Circle has a President and Secretary and meets once a year at an annual dinner which is held during the convention of the Grain Dealers National Ass'n. This year the Circle was entertained by the President, Geo. W. Cole, at the Creve Coeur Club, Peoria, on Monday evening during the convention. There were ten states represented with thirteen representatives of the firms belonging to the Circle and one guest. They are listed as follows:

E. W. Crouch of McGregor Milling & Grain Co., McGregor, Texas; Bert Dow, of Davenport Elevator Co., Davenport, Iowa; E. H. Sexauer, of Geo. P. Sexauer & Son, Brookings, S. D.; W. J. Edwards, of W. J. Edwards Grain Co., St. Louis, Mo.; P. E. Goodrich, of Goodrich Bros., Hay & Grain Co., Winchester, Ind.; H. I. Baldwin, of H. I. Baldwin & Co., Decatur, Ill.; T. B. King, of T. B. Hord Grain Co., Central City, Nebr.; Geo. C. Martin (Guest), St. Louis, Mo.; C. C. Isely, of C. C. Isely Lumber Co., Dodge City, Kan.; H. L. Gray, of Crabbs Reynolds Taylor Co., Crawfordsville, Ind.; T. E. Gillette, of Gillette Grain Co., Nashville, Tenn.; A. S. MacDonald, of MacDonald Comm. Co., Boston, Mass.; A. M. Courtright, of Geo. W. Cole Grain Co., Peoria, Ill.; Geo. W. Cole, of Geo. W. Cole Grain Co., Peoria, Ill.

These dinners are both social and business meetings. The condition of each territory is reported by each representative and matters of importance to the Circle are gone over in addition to election of officers, which are more or less honorary positions. Geo. W. Cole of Peoria, Ill., and H. L. Gray of Crawfordsville, Ind., were elected President and Secretary, respectively, for their third term. Mr. Gray has proven of wonderful service to the Circle in keeping a record of reports in a very careful and efficient manner.

Applications for membership to fill vacancies are passed upon by the membership and great care is taken that prospective members nominated are properly located and have the ability and facilities to cover their territory satisfactorily.

The only other rule is that they be a member of the Grain Dealers Nat'l Ass'n. Naturally the information gathered by the Circle members is of real value to the individual members. Mr. Cole is one of the original members of the Circle.

Mr. A. S. MacDonald of Boston, Mass., the retiring President of the National Ass'n, and Mr. Bert Dow of Davenport, Iowa, the new President, are both members of the Circle and the Circle is very proud to have these officials numbered among its members.

G. D. N. A. Meets for 34th Time and Changes Name

Ideal weather conditions favored the gathering of grain dealers from all sections of the country for the 33d annual meeting of the Grain Dealers National Ass'n at Peoria, Ill., Oct. 14 to 16.

PRES. ALEX. S. MacDONALD, Boston, Mass., called the first session to order at 9:45 a. m., Monday, in the Grand Ball Room of the Hotel Pere Marquette, with over 100 present.

Singing by Jerry McQuade and his Metro-Harmony Boys attuned those present to the organized program. Mrs. Woodman sang three numbers, and Mr. McQuade led in community song.

The invocation was delivered by the Reverend B. G. Carpenter, pastor of the First Universalist Church.

WALTER DONLEY, city attorney, welcomed the dealers to the city: These conventions and meetings are a wonderful thing, I think. All too frequently business and professional men take the attitude that the problems of the other fellow don't concern them. The problems of the other fellow today may be your problems tomorrow, and that is why you are all here. You are here to harmonize your various questions and get information to help one another.

In behalf of Mayor Woodruff, in behalf of the City of Peoria, all of its citizens and all of its officials, I want to bid you a most cordial and heartfelt welcome.

PRES. MacDONALD: All know that it takes a lot of grit and sand for any Board of Trade to invite the Grain Dealers National Ass'n to come into their midst. We have no doubt that the Peoria men have the grit. We know they have the Sand. It gives me great pleasure to introduce to you Edward W. Sands, Pres. of the Peoria Board of Trade.

EDWARD W. SANDS, Peoria: I am very pleased to see here this morning so many of our old friends from the various large centers, and to greet the visitors who are here.

We, the members of the Peoria Board of Trade, feel very proud to have you with us, and we thank the Grain Dealers National Ass'n for the privilege it has given us to act as your hosts at this convention.

We sincerely hope you will have a very enjoyable time, and will want to come back to Peoria again. As Pres. of the Peoria Board of Trade, and on behalf of our entire membership, I welcome you to Peoria.

EDGAR W. THIERWECHTER, Oak Harbor, O., pres. of the Ohio Grain, Mill & Feed Dealers Ass'n, responded on behalf of the visitors: The City of Peoria is to be complimented on its grain market and for the wonderful spirit shown in recovering from the closing of the large distilleries when the Prohibition Act was passed. Because of the energetic officials of the Chamber of Commerce and the Board of Trade the slump was of short duration and Peoria is today a larger consumer of grain than ever before.

On behalf of the members of the Grain Dealers National Ass'n I wish to thank you for the wonderful welcome you have given us.

PRES. MacDONALD read his annual address, as follows:

Pres. MacDonald's Annual Address.

Fellow Members, Affiliated Members and Guests: We meet today in Peoria in our thirty-third annual convention. This Ass'n, comprised of grain and feed dealers, located in all parts of this great country, representing all branches of a tremendous industry, including the country elevator and dealer, the elevator, shipper, re-

ceiver, commission men, and traders of the terminal markets, the flour mill, the manufacturer, distributor, and dealer in the consuming territory, embraces a wide scope in its activities. Organized in 1896, when it looked as tho Bryan might make free silver, we come down to 1929, when it looked for a while as if conditions might make for free wheat, free in the sense that we might have to give it away.

Farm "Relief" Bill.—The year has been far from easy for the trade. We knew at the start that whichever political party was successful at the polls, a farm relief bill, so-called, would be an assured part of the program. For years the Ass'n. has been compelled to oppose legislation, unsound in theory, impossible in practice. Our position, asserted and reasserted at our conventions of 1927 and 1928, was sound economically but non-spectacular and capable of no instant or semi-miraculous effect. We were anxious to formulate and assist rather than to obstruct and oppose. With the election of Mr. Hoover we felt that the grain trade would receive consideration as sympathetic and understanding as could be hoped, due to the President's former experience with grain problems during the war. We did not appear before the Agricultural Com'tes of the Senate and House, but carried our case directly to the President. The Legislative Com'te, augmented by a strong delegation representing the country trade, met with Mr. Hoover in Washington. We insisted with all the strength at our command that existing facilities be recognized and used, and that they be not duplicated where those existing were adequate, or in no case without proper attempt being made to employ existing facilities either by purchase or lease. In this we were successful.

The "Agricultural Marketing Act" is now the law of the land. The experiment has been started, and one of the greatest lists of products of our country has been placed in the control of a Farm Board of nine men with broad powers and a half a billion dollars of government money. The intent of the Act is clearly to foster development of co-operative marketing ass'ns of producers, and the final effect of this tremendous experiment is now unknown. Opinion in our trade is divided. Many are fearful and apprehensive. Some go so far as to desire to test the constitutionality of the law. Others are content to watch and wait, confident in the belief that the present efficient and economical system of grain marketing developed from years of experience will continue to function as in the past. It is in the last group that I would put myself, but it is for the Ass'n to decide. This meeting should afford the opportunity for ample discussion.

The U. S. Feed Distributors Ass'n is one of our affiliated organizations. There has been considerable sentiment among its membership that this affiliation should be discontinued and an independent organization of feed dealers be formed. The entire feed industry has grown tremendously and will continue to grow. The handling of grain and feed is more than closely related. The two are inseparably bound together. It seems fitting and proper that this fact should be recognized in the name of our Ass'n.

Change in Name.—The Feed Distributors at their meeting in June passed a resolution favoring a merger, provided the National Association was willing to change its name to Grain and Feed Dealers' National Ass'n, accord representation to the feed trade on the board of directors, and grant assurance that all feed disputes would be handled by feed arbitration com'tes composed entirely of feed men. Your board of directors, by a vote of 30 to 2, has voted to recommend to you that the change in name be made.

The matter of arbitration of feed cases by the feed com'te will be followed in each and every case in the future. This procedure has always been contemplated in the past and has been deviated from in only two cases. The by-laws provide that each affiliated ass'n shall be represented by one director.

I recommend and urge that this meeting authorize the proposed change in our corporate name to the Grain and Feed Dealers National Ass'n, and earnestly hope that this will be done. This will call for a change in Article 1 of the Constitution and will require a two-thirds vote.

In the event that this amendment is adopted and that the Feed Distributors Ass'n ratify the merger, they will disappear as a separate organization. It will then become the duty of the nominating com'te to recognize and fulfill the pledge we make to the feed trade and accord to them due and proper representation.

Raise Dues from \$20 to \$25.—Two years ago at

Omaha, as a result of remarks on finances by Pres. Sturtevant in his annual report, it was voted to raise the dues from \$20 to \$25 per year. There had been no previous announcement that action on dues would be taken, and I do not think that Mr. Sturtevant sought definite action at that time, but rather desired an expression of opinion. This action was reconsidered at the same meeting and the advance defeated. A special com'te was appointed which reported to the Boston meeting, and while it did not then recommend an increase, it recognized that the necessity might arise in the future. I do not believe that a relatively small percentage of the members should vote to raise dues unless the entire membership has received ample advance notice that the matter would come up for action. I should like to see the matter discussed briefly—with this idea in mind. If it is the opinion of those present at this meeting that our dues should be raised to \$25, that they so record themselves with the definite vote that this increase be ratified or rejected by the 1930 convention.

In organizations such as the American Feed Mfrs. Ass'n dues are on a sliding scale, based on the size of the manufacturer. In our Ass'n there is only one rate for direct members. The largest and the smallest pay the same. I therefore appeal to the larger concerns with branches in various cities to help the cause by taking out memberships for their branch offices, which can be done for the nominal cost of \$10 for each such branch.

Country Shippers As Direct Members.—I should also welcome an increase in the number of direct members from the state ass'ns which are affiliated with us. It is our earnest desire and effort to represent the country elevator trade. If more of the country trade, whose main interest has been in their state organization, would become direct members and take a more active interest in the National Ass'n, our effort would be made correspondingly easier.

In this connection may I say that I hope during the coming year that the Advisory Council of the secretaries of the state ass'ns will again assume its helpful role in Ass'n affairs.

Legislation.—I hope during the coming year that the Ass'n will be able to secure the passage of the Strong bill, which is designed to protect the owners of drafts with Bs/L attached in the event of failure of a collecting bank before remittances have been made.

It is also desirable that the stamp tax on sales of cash grain for delivery beyond the twenty days be eliminated. It is a nuisance. It is discriminatory. The revenue is small. There is no excuse for this tax being continued.

The task of the Booster Com'te becomes increasingly difficult and correspondingly more important each year. The membership must be maintained and it is not easy these days to keep the ranks filled. Each year we have a number of outstanding "Booths"—I mean Boosters—who carry the brunt of the work. The other boosters, though they may not break thru the limelight, have contributed to the success of the campaign. To all who have worked the thanks of the Ass'n are due, and we are truly grateful. I do plead with the membership at large to recognize to a little greater extent their responsibility in connection with this important feature of Ass'n work.

We are particularly fortunate in having among our own members a traffic expert—Mr. Henry L. Goemann—who has for many years given freely and unselfishly of his time, and of himself, as chairman of the Transportation Com'te. The Arbitration Com'tes have contributed a service which cannot be accurately measured. They are at the same time the police force and the courts of the Ass'n. And so on down the line, to each member of every com'te who accepted so willingly the draft to service, the thanks and gratitude of the Ass'n are due.

Losses by Death.—Each year inevitably marks the passing of a number of our members, but this year we have suffered some outstanding losses. In the month of August alone two former presidents of this Ass'n and a former director have been taken from us, and in October last a man who—while he was never an officer—was a sincere friend, loyal, true and active in his support. I refer, of course, to Ed Reynolds, Charles England, Ben Moore and Leslie Gates. I do not refer to them as of such and such city, for they were not of Crawfordsville, Baltimore, Kansas City or Chicago. They were of the grain trade of the country. I do not refer to them formally as Mr. Reynolds, Mr. England, Mr. Moore, or Mr. Gates, for they had grown so deep into the affections of those who knew them that it could be no disrespect—quite the

contrary—to think of them and refer to them in the most familiar way. They have gone, but they will never be forgotten. The inspiration of their lives and of their work gives us courage in our attempt to fill the gap that they have left, gives us strength to carry on as they would have us, and carry on we must.

I am going to ask Mr. Percy Goodrich if he will speak to us a moment of Ed Reynolds.

P. E. GOODRICH, Winchester, Ind., paid the following tribute to the memory of the late Andrew Edward Reynolds.

In Memoriam A. E. Reynolds.

It is with mingled sadness and pleasure I attempt to pay tribute to the memory of my beloved friend, Ed Reynolds. Sad, because I miss him every week of my life; sad, because this is the first annual meeting of our splendid organization that I have failed to go with him and room with him. It is a sad task, as I realize that one by one the old friends who attended the first conventions more than thirty years ago and assisted in perfecting this organization, one by one, are answering their last call.

Tom Morrisson, Charles England, Jimmie Sale, Lee Metcalf, Ed Wayne and a host of others are no more with us. All of them splendid men who ably filled their stations in life and untiringly worked for the betterment of the grain trade—they have now gone hence to return no more.

While it is a pleasure for me to attempt to offer a short tribute to his memory, it is hard for me to say anything about my good friend, A. E. Reynolds, without dealing with the subject largely in a personal way.

Ed Reynolds was a Hoosier bred and born, living his entire useful, eventful life within a few miles of his birthplace, born and reared on a farm as were practically all of our great men of his time in Indiana. He received his education first in the little red schoolhouse adjacent to his father's farm. After getting the best education he could in this way, he attended Purdue University for two years, taking an engineering course, following this with two years in Wabash College, and graduating from this institution with high honors.

Mr. Crabbs, who loved Ed as his own son, many years ago told me of his asking Ed to join him in the grain business as soon as he graduated from college. He said he was attracted to him by his virility and enthusiasm in whatever he undertook. This employment

soon grew into a partnership and eventually into the organization of the Crabbs-Reynolds-Taylor Co., which now ranks the largest strictly country grain business in Indiana. A firm that is without a superior in splendid achievements throughout the middle west.

The subject of this brief sketch was a man of lofty ideals. Never in my long and intimate association with him did I ever hear him propose or suggest or countenance for an instant any proposition that savored of dishonesty or unfair dealing. He was the soul of honor and upright in every way.

He was deeply interested in those about him, in the men and women who labored with him in making his company the success it was. This fact was evidenced in his willing to these employees \$100,000 worth of the common stock of the Crabbs-Reynolds-Taylor Co. What a splendid tribute to their loyalty to Mr. Reynolds and a revelation to those not intimately knowing the donor and the thoughtful concern he held for those who labored by his side.

Equally commendable was his action in creating a fund nearly as large to assist worthy boys and girls to gain an education. This fund will grow as the years come and go and the money left for this purpose will keep Ed Reynolds' memory green and fresh in the hearts of these young people for many, many years. It matters little how much money we leave when our summons comes, but it is all important how much we have sent on before.

He had the faculty of clearly expressing himself on any trade or political question. He was, in fact, an orator of no mean ability, a forcible speaker free from bombast or spread-eagle oratory. He chose his words well, never talked to kill time, his speech was simple, his language enlightening. When he talked you marveled at the working of his mind and his grasp of the subject under discussion. When he concluded you knew where he stood and had his reasons for his position. However we might differ with his conclusions we realized that his opinions when expressed were his honest convictions.

You well know the many, many years of untiring endeavor he gave to the betterment of the grain trade. I know of no grain dealer who gave so much and exacted so little. To him, more than all others, if not to him alone, is due the credit for anything there may be in the act creating the "Farm Board" that in any way protects the interest of the regular country grain trade. He spent weeks of his valuable time in Washington to gain this end; the others gave up the job, he stuck it out until the bill was passed. You well know how he labored for

many years as chairman of the Legislative Com'te—all this was freely given and was a severe strain on his waning vitality.

It is fitting and proper that we stop at this time and pay tribute to this loyal friend, who tho't not of himself when service was to be rendered to his legion of friends and especially to the Grain Dealers National Ass'n. And as we, in this convention, say good bye to one whom we have known and loved so well, let us, as we recall his sterling worth, his achievements and his many virtues, highly resolve that we who yet remain will endeavor to profit by his example and rededicate ourselves to strive diligently to keep our honorable, necessary business on the exalted plane he strived to enthrone it. If we do but this we will most fittingly honor his memory.

SECY CHAS. QUINN, Toledo, O., read a memorial prepared by Chas. Gibson about Chas. England, a man of the highest ideals in business and private life, of simple personal life but entering into every public duty with a fullness of knowledge and wide personal experience.

He seldom appeared in public except where duty led him. Altho a lifelong Democrat, he was appointed by the Republican mayor of Baltimore a member of the sewerage commission to device a drainage system when the city lay in ruins after the great fire.

FRANK THEIS, Kansas City, Mo., read the following tribute to the late Ben C. Moore:

Tribute to B. C. Moore.

It has been said of Benjamin C. Moore that he knew intimately more men in the grain trade than any other man.

After finishing school he entered the grain business with his father, then head of the Moore Grain & Elevator Co., and for 25 years was a member of the Kansas City Board of Trade, which he had served as director and president. He was a member of numerous important com'tes, among them the business conduct com'te, of which he was a member at the time of his death. Mr. Moore was a director of the Grain Dealers National Ass'n for a number of years, and always vitally interested in its various problems. He was thoroly familiar with national affairs, having served on the legislative com'te of the grain exchanges. He took very active interest in civic matters in

Officers and Directors, G. & F. D. N. A., 1929-30.



Left to Right: W. J. Edwards, St. Louis, Mo.; C. D. Sturtevant, Omaha, Neb.; Jno. S. Green, Louisville, Ky.; D. B. Kevil, Sikeston, Mo.; Vice Pres. S. P. Mason, Sioux City, Ia.; W. W. Manning, Ft. Worth, Texas; Pres. Bert Dow, Davenport, Ia.; Frank Theis, Kansas City, Mo.; 2nd Vice Pres. Geo. E. Booth, Chicago, Ill.; J. H. Caldwell, St. Louis, Mo.; F. E. Watkins, Cleveland, O.; A. S. MacDonald, Boston, Mass.; Mark Steele, Buffalo, N. Y.; Sec'y Chas. Quinn, Toledo, O.; A. C. Koch, Breese, Ill.
Kneeling in Front: H. W. Reimann, Shelbyville, Ind., and L. C. McMurtry, Pampa, Texas.

Kansas City, and at one time was vice pres. of the Chamber of Commerce of Kansas City in charge of agriculture.

While the holding of these numerous offices and various honors will stand as a lasting tribute to Mr. Moore's unusual energy and splendid ability, still the memory that will be cherished by those of us who were closest to him, will be that of his rare personality, his honorable reputation, his lovable character, his kindly disposition, his true sportmanship and his sincere desire to help anyone who was in need of assistance.

GEO. E. BOOTH, Chicago, Ill., a lifelong associate of Leslie F. Gates, who was asked to say a few words about him, felt that anything he might say would be inadequate. It was too much like talking about a brother who was very dear to him. He said:

Tribute to L. F. Gates.

I was employed by him in 1906 and continued on thro the years with only a brief intermission when we were separated. The personal element is so strong that it is hard to talk about Mr. Gates in a public way. He was so thoughtful of those about him, and of the people who were working with him, that he was not a boss, not a supervisor, but always an associate.

Fifty-five years ago this winter Leslie F. Gates was born in the little Pennsylvania town of Canton. His father was an itinerant minister living a life of self-sacrifice for his people, and no doubt from this parentage Leslie Gates received his fundamental ideas of giving and of public service.

After finishing the public schools he worked his own way through Lafayette College at Easton, Pennsylvania, and one of the experiences he liked to recall of that time in his life was his work in a railroad Y. M. C. A. down in the railroad yards of New York City where he cooked, waited table, looked after the comforts of the railroad men, and performed other tasks.

Coming to the Middle West soon after his college days, Mr. Gates entered the grain business in Chicago, after three or four years in the publishing business, in which he became the western manager for D. Appleton & Co.

His record in the grain trade is pretty well known. His remarkable mentality and ability to clearly analyze most any problem soon won recognition for him in the Chicago Exchange. He served as director of the Board of Trade for several years, then as its president during very trying and difficult years, and was instrumental in much constructive work on the Chicago Exchange and throughout the grain trade. His big ambition was to add something to the ideals, do something worth while for the grain business, in which he was living and in which he was a financial success.

You know of his work on the Legislative Com'ite. Month after month he was in Washington, representing this trade, informing the legislators of our business, and putting the business in its proper light before the officials at Washington. His work was most arduous.

He was instrumental in having the Business Conduct Com'ite organized, and served on that committee. He was active in civic work in Chicago, and president of one of the large school organizations there. He was untiring in his efforts in public work and in the work of the grain business.

As a matter of fact, gentlemen, it is my private opinion that Leslie F. Gates' death, his untimely death, thru a heart affection, was directly brought on by his intensive work in connection with the grain business. You will remember the trial in Chicago in which he was chairman of the com'ite. I never have seen a man work as he did work at that proposition.

What I have just said in the last few minutes is more along the business line, but so many of you gentlemen that I see here knew Leslie Gates personally, as I knew him, knew of his great generous heart, his great friendship for men, his great desire to do something for men, thru our organization. He was loved by everybody. Anybody, from the office boy up, could come in and tell their affairs and troubles to Mr. Gates and get a sympathetic hearing and real help. As one of his executors I was amazed to see the record of some (not a complete record) things that had been done that there was nothing to be followed up about.

I can only say, gentlemen, in closing that I feel that it is unnecessary for me to bring these things before you because Leslie F. Gates was so well known and so much loved by most of our organization. His great ambition, his most outstanding characteristic, was giving, giving of himself and of his resources. He tried to make us around him feel that it wasn't what we got; it was what we gave, and he is outstanding in my mind and in my heart as one of the greatest givers I have ever known.

SEC'Y CHAS. QUINN did not read his 20-page report, but touched only as he said "on the high spots" in the following:

Report of Secretary-Treasurer.

The new Agricultural Marketing Act is the very apotheosis of bureaucracy. It enthrones the bureaucrat beyond the reach of the people by giving a federal bureau or board such power as was never dreamed of heretofore.

Big business, as the price of its immunity from prosecution, was willing to give this law to the farmers. No one can say that the bill did not receive the support of the business interests. The United States Chamber of Commerce favored it and all those who are truly representative of "big business" either openly advocated it or remained silent.

There is no man, familiar with the long history of the grain trade, who would predict other than ultimate failure. But that is not the immediate consideration. It is the interim or interval between the launching of the scheme and its final collapse that causes so much concern. What will happen to the grain business while the politicians and bureaucrats are experimenting and trying to subvert natural law?

While the losses to the trade will be incalculable they will be no heavier than those which will be suffered by the farmers who will have had foisted upon them futile, delusive experiments with price-fixing and indirect governmental buying and selling.

The whole country is under the influence of the idea that the day of the small business man is passed; that corporate power is inevitable in the evolution of human society; that the law of supply and demand can be permanently suspended by tariffs and other legislation, and that we can ignore the laws of exchange by selling to foreigners without buying anything in return.

No intelligent man can escape the conviction that such a theory is wrong; that it will ultimately lead to disaster, both to business itself and to the individual. It is too trite to say that the law of self-preservation is the first law of nature. Other countries are bound to protect themselves against such aggression.

The buyer will not long remain subservient to such assaults from organized sellers. If Europe is already talking about protection from the industrialists of the United States, how long will it be before the grain buyers in the consuming centers of the same continent will organize to meet the "stabilizing" operations of the Federal Farm Board, the Canadian Wheat Pool, and the Wheat Pool about to be organized in Australia?

Change in Name of Ass'n.—Your secretary in 1926 urged that more recognition be given the feed trade. He suggested at that time that the name be changed to the "Grain and Feed Dealers National Ass'n," and he urged as a reason that there are three feed associations now affiliated with us. These three organizations are the Eastern Federation of Feed Merchants, the Mutual Millers and Feed Dealers Ass'n and the United States Feed Distributors Ass'n. In addition to these many members of the Ass'n handle feed as a side line.

As every grain dealer in the country knows the feed business is growing rapidly and this growth is bound to continue as the country becomes more and more urbanized. The great development in population of our cities and the coming of the automobile have changed materially the character of the grain trade. The future seems to belong to the feed rather than the grain business. The latter has no doubt reached its maximum while the feed industry is really only in its infancy. As the years come and go the growth of the feed business is bound to develop until it becomes of major rather than minor importance.

The canvass developed the fact that the Board of Directors are almost unanimously in favor of the change. Twenty-six members of the Board voted for the change unreservedly. Two were positively against any change and four were not entirely convinced of the desirability of the change but they are willing to support the proposition if the directors as a whole think that the change is advisable. Under the circumstances the vote really stood thirty to two in favor of the change with two members not voting.

Trade Rules.—Since the Ass'n first adopted its trade rules, in October, 1902, or twenty-seven years ago, many changes and amendments have been made. The rules have been revised three times, namely in 1906, 1910 and in 1914, and they have been amended thirteen times, in 1903, 1907, 1912, 1915, 1917, 1918, 1919, 1920, 1921, 1922, 1923, 1924 and 1925.

As will be seen it is four years since the last amendment was made. This shows how well the rules are working. At each of the last three conventions amendments were offered but they were not accepted, it being felt that the rules are now about as near perfect as it is possible to get them.

Arbitration.—The work of the Arbitration Com'ites for the last convention year is shown in the following table:

Number cases at beginning of year	15
Number new cases filed during year	36
Total	51
Number of decisions during the year	19

Cases withdrawn	6
Cases settled direct	10
Cases dismissed	3
Cases pending	13

Total	51
Appeal cases pending at beginning of year ..	4
Cases appealed during the year	4
Appeal cases decided during the year	4
Appeals withdrawn	1
Appeal cases pending	3

There were but thirteen cases pending at the close of this convention year as compared with fifteen reported at the last convention.

Each year sees the number of arbitration cases decline. There are fewer disputes now pending than at any time in the last fifteen years. This is no doubt due to two primary causes—the settlement of the trade back into quite normal channels following the world war and the better understanding of the trade rules.

There were also nineteen cases that never went to the com'ite after applications for arbitration were filed with the sec'y. Of this number six were withdrawn, ten were settled direct and three disputes were dismissed for want of jurisdiction. This discloses the interesting fact that about fifty per cent of the disputes that are filed are arbitrated.

But three members were expelled during the year. These three are: The Winchester Milling Co., Winchester, Tenn.; the Geo. W. Young Co., Owosso, Mich.; and the Adair Grain Co., Wichita, Kan.

The Winchester Milling Co. refused to arbitrate with the Belt Seed Co., of Baltimore, Md. The Geo. W. Young Co. would not arbitrate with the Consolidated Feed & Grain Co., of Buffalo, N. Y., and the Adair Grain Co. refused to have the arbitrators decide its dispute with the California Milling Corp. of Los Angeles.

Membership.—The following table shows the membership of the Ass'n—direct, associate and affiliated:

Number direct and associate members Sept. 22, 1928	1,214
Direct and associate members secured since last convention	174
Total	1,388



Alex. S. MacDonald, Boston, Mass., Retiring President.

Direct and associate members in good standing Oct. 12, 1929	1,159
Number of delinquents	42
Direct and associate members lost during the year from the following causes:	
Resignations	101
Gone out of business	42
Expelled	3
Dropped for non-payment of dues	40
Dropped from membership list for violation of Section Five of the Grain Standards Act	1
Total	1,388
Net decrease in direct and associate members during the year	13
Affiliated members reported last convention	2,166
Affiliated members on Oct. 12, 1929	2,148
Decrease	18
Total number of direct, associate and affiliated members reported at the last convention	3,380
Total number of direct, associate and affiliated members on Oct. 12, 1929	3,349
Decrease	31

As will be seen from the foregoing table the number of new members secured during the year was 174. That was an excellent record in view of all the circumstances. Not many new concerns are going into the grain business due to the uncertain conditions surrounding the trade. Again, many of the older companies engaged in the business retire for various reasons while others consolidate. For seventeen years the Ass'n has been conducting annual booster campaigns with the result that most of the non-members or prospects have been canvassed at one time or another. The field is thus narrowed each year.

President MacDonald will give four prizes this year to the four men who stood the highest in the Roll of Honor list on Aug. 10, when the campaign was formally closed. These four are: Lester Stone, Amarillo, Tex.; Harry S. Klein, Chicago, Ill.; W. H. Harter, Minneapolis, Minn.; C. B. Helm, Cleveland, O.

Mr. Stone brought 19 new members. Mr. Klein and Mr. Harter were tied for second place, each having secured 12 applications. Mr. Helm induced 9 to join.

There are a few of the leaders, aside from the prize winners, whose fine work deserves notice. They are E. P. Wingate, of Denver, and Joseph A. Abel, of New York City. The former secured six new members and the latter five. Both did sterling work. And then there are Leo Potishman, of Fort Worth; Fred. W. Scholl, of Cincinnati, and O. S. Dowse, of Chicago. Each of these three landed four new members.



Pres.-Elect Bert Dow, Davenport, Ia.

FINANCIAL STATEMENT FROM SEPT. 23, 1928, TO OCT. 13, 1929.

Cash on hand last report.....\$11,809.98

Receipts.	
Direct and branch dues	\$20,184.50
Direct and branch memberships	3,069.00
Associate dues	565.50
Associate memberships	341.00
Regular subscriptions to "Who Is Who"	641.00
Affiliated subscriptions to "Who Is Who"	993.50
"Who Is Who" advertising	17,341.77
Sundries	475.83
Arbitration deposit fees	1,670.00
Affiliated dues	993.50
Investments	212.50
Orders for Vol. 1, Decisions of Arbitration and Appeals Committees	156.10
Total receipts	\$46,644.20
Grand total	\$58,454.18

Expenditures.	
Salaries	\$14,806.58
Office supplies	1,040.58
Express and telegrams	228.79
General printing	477.35
Who Is Who in the Grain Trade	16,479.83
Office rent	2,132.13
Telephone rent and tolls	134.35
Refund arbitration deposit fees	965.00
Legislative expense	2,845.98
Officers' traveling expense	960.03
Secretary's traveling expense	548.88
Postage	1,420.00
Sundries	231.35
Convention expense	2,850.93
Arbitration expense	771.88
Returned application fees	60.00
Transportation expense	659.74
Total expenditures	\$46,613.40

In Bank:	
Commercial account	\$ 6,448.15
Petty cash account	327.00
	6,775.15

Investments:	
United States Liberty Bond	\$ 5,065.63
	5,065.63
	\$58,454.18

JOHN S. GREEN, Louisville, Ky.: I move that the name of the Ass'n be changed to read "The Grain and Feed Dealers National Ass'n."

P. E. GOODRICH: I think it is a vital mistake to do it. We need a grain dealers' ass'n in this country, surely we do, and I think the feed dealers, the way they are growing, need an ass'n. I believe it is better for the grain trade to stand alone, and I am sure it is better for the feed trade to stand alone.

Out in this surplus grain belt, we certainly need a grain dealers ass'n if we need any at all. I can see where it would be an advantage to the people in the South and in the East, where probably there are ten cars of feed handled where there is one car of grain handled, and I am not a prophet nor the son of a prophet, but I predict that if this amalgamation goes on, it won't be five years until the grain trade will be submerged by the feed trade. It is natural that they should be; there are so many of them. We have a hard time getting \$25 a member, but these feed men can put up a thousand dollars if they want to. They can employ people we can't employ.

I think it ought to be gone into very closely and I don't think this Ass'n ought to decide this question without some time to consider it. We didn't raise the dues. We put it off a year. Why not let this be discussed by the grain trade as a whole until another convention?

I say I don't like to oppose anything that our good President and the Board of Directors favor, but I am sure it won't go in the West. The whole personnel of the grain trade is changing, or rather, the feed trade is coming in, and in the East it is growing by leaps and bounds. There is no real grain trade left in the East and South, but there is out in this grain-producing country.

FRED T. BASCOM, Chicago, Ill.: I move that a ballot be taken by mail, giving every member a chance to vote on it.

JOHN H. CALDWELL, St. Louis, Mo.: It is not the feed manufacturers ass'n that

wants to amalgamate with the grain dealers. It is the distributors, who include nothing but millfeed.

J. P. HESSBURG, Minneapolis, Minn.: I think most of us are more or less unenlightened on this subject.

C. D. STURTEVANT, Omaha, Neb.: I question the advisability of a mail vote. I would like to have the views of our sec'y on mail voting.

CHAS. QUINN: It is difficult to get an expression of opinion from our own board of directors, of only 34 members, and I rather fear if I attempt to get a decision from 1,200 members it would be as unsatisfactory as they say this meeting is.

The average grain man attends to his business; he is a one-sided man; most of his brain matter is consumed in attending to his own business. When the market is closed, he is likely to quit and go home. He doesn't want to be bothered with circulars, and to put this up to him in the right manner, you would have to write a lengthy circular. I am inclined to say that the referendum vote wouldn't be practical.

P. E. GOODRICH: Not one-tenth of our membership is represented in this meeting.

J. S. GREEN: Does not our constitution provide that any change in the constitution must be made by the convention in session?

PRES. MacDONALD: It does.

F. T. BASCOM: I withdraw my amendment.

EUGENE DREYER, St. Louis, Mo.: The grain trade today is rapidly resolving itself into a feed trade, by reason of conditions changing almost daily, and I think you will find that sixty to eighty per cent of your membership, that is, the grain trade, are likewise handling feeds.

I believe in union there is strength. I think an amalgamation and a recognition of it in the name, grain and feed, will bind a great many more people thruout the country, and enable us to make trades in general thruout the country without a great deal of controversy.

As this appears to me, after quite a little study and exchange of correspondence and personal conferences, by an amalgamation of this sort the grain dealers and feed distributors have more to sell in the way of a membership. It means a great many flour millers are not members of either association today, and they will naturally come into the joint ass'n by reason of the fact that you cover the feed trade thoroly and the grain trade as well. I believe it is a selling argument.

J. P. PARKS, Kansas City, Mo.: Fully two hundred or two hundred and fifty concerns who are eligible and who would come into the new organization don't belong to either; they could readily be obtained with very little effort when the change is made.

C. C. ISELY, Dodge City, Kan.: That suggestion about "in union there is strength" is a thing we should give attention to in this Ass'n. If there is anything the matter with the grain men in this country, it is that there are not enough of us. We only have eleven or twelve hundred members in a national organization of this sort. Our whole organization, our whole industry is constantly being challenged, publicly challenged. We need more strength. When I got the questionnaire to answer this question, I did not know very much about it, but I just felt that here was an allied industry, belonging to us, men with whom we deal all the time anyway, and it just adds that much more strength to us.

PRES. MacDONALD put the motion to a vote and it was carried viva voce.

PRES. MacDONALD awarded the Booster prizes.

PRES. MacDONALD: For many years it has been an established custom to give a president a second term, but I am going to break that precedent. I do not choose to run.

THE NOMINATING com'te will be as follows: Bert T. Dow, Davenport, Ia.; James A. Gould, Minneapolis, Minn.; Frank G. Coe, Chicago, Ill.; John S. Green; S. L. Rice, Metamora, O.; Lew Hill, Indianapolis, Ind.; W. W. Manning, Fort Worth, Tex.

RESOLUTIONS com'te: E. C. Eikenberry, Camden, O.; C. D. Sturtevant; W. T. Brooking, St. Louis, Mo.; E. H. Sexauer, Brookings, S. D.; A. C. Koch, Breese, Ill.; Frank Theis; F. G. Horner, Chicago, Ill.;

O. L. Bast, Minneapolis, Minn.

THE SPECIAL com'te to act on recommendations of the president and sec'y: John H. Caldwell; George E. Booth; Carl J. B. Currie, Boston, Mass.; E. B. Evans, Decatur, Ill.; Joseph Streicher, Toledo, O.

AUDITING com'te: H. W. Reimann, Shelbyville, Ind.; Fred T. Bascom; O. E. Harris, Omaha, Neb.

Adjourned to Tuesday.

Tuesday Morning's Session

Tuesday's session was called to order at 9:50 a. m. by Pres. MacDonald, who called upon John H. Caldwell, pres. of the St. Louis Merchants Exchange, for his address on "Trading in Millfeed Futures," which is published elsewhere.

PRES. MACDONALD: Jerry Parks of Kansas City, who has been quite active in the U. S. Feed Distributors Ass'n, in view of the change in name, told me last night he was going to bring in 100 members before next convention. Altho Mr. Harter, residing in Minneapolis, has been working on the General Mills, Mr. Parks has secured their application for membership since the change in name.

M. J. GORMLEY, chairman of the car service division of the American Ry. Ass'n, Washington, D. C., delivered an address on "Capacity Utilization of Railroad Equipment." He said:

Since Jan. 1, 1923, there has been put into service 770,609 cars and 14,234 locomotives. The highest point in ownership of cars occurred in September, 1925. Since that time, Mr. Gormley stated, there has been a decrease in freight car equipment, not including refrigerators, of 100,000 cars. And yet the carrying capacity of the cars is greater now than at the time of the highest point of ownership. To bring about this situation the railroads have made capital expenditures of approximately \$5,790,000,000 since Jan. 1, 1923.

From 1920 to 1929 the number of miles per car per day has been increased from 25.1 to 31.9. This is a low figure because it includes the time cars stand in storage awaiting demand and cars being repaired.

A figure that better indicates the movement is the miles made by cars, while actually in trains. In 1920 this was 247.2; and in the 7 months of 1929 it has been at the rate of 316.8 miles per day.

Omitting L. C. L. freight shippers of carload traffic have increased their loading only from 34.5 tons per car in 1920 to 35 tons in 1928.

Efficient operation is evidenced by the decrease of \$250,000,000 in transportation expenses, from \$2,321,000,000 in 1923 to \$2,070,000,000 in 1928. The shipper has not paid for these economies, he said.

Average receipts per ton mile decreased from 1.275 cents in 1921 to 1.081 in 1928. Thus the net revenues which the railroads now are receiving are almost entirely due to the economies effected.

If the four principal railroads serving the Southwest wheat belt had had nothing but cars of 60,000 capacity it would have required an increase of 46 per cent in the number of cars in service. It would have resulted in the worst catastrophe in transportation service that the country has ever witnessed.

By heavier loading grain shippers can reduce their expense of handling, Mr. Gormley said. Can eliminate demurrage, and in other ways make sufficient money to justify the practice.

"I know that a great many of you have expressed the fear that with the addition of the larger equipment and the elimination of the smaller cars you will be confronted with greatly increased minimums that may prove burdensome to the small shipper and the small

dealer. The car service division has nothing whatever to do with minimums."

JOHN S. GREEN: Mr. Gormley has quieted the fears of many south of the Ohio river. It is possible for all of us when we are doing business with a large industry to help the railroad companies. We have been visited by a representative of Mr. Gormley's car service ass'n and have tried our best to co-operate with him.

JOHN L. BOWLUS, rep. Milwaukee Chamber of Commerce: The Eastern railroads a short time ago had a proposal on their docket that they would not accept an order from a shipper for less than a car of 80,000 lbs. capacity. I ask Mr. Gormley whether the Rate com'te of the Eastern lines has the power to say that the railroads will not accept an order from a shipper for a car of less than 80,000 lbs., when the minimum weights prescribed are marked capacity unless smaller capacity is ordered?

MR. GORMLEY: It was not the Rate com'te that did that. It was withdrawn from the docket, but I am not going to tell how it got off the boards. Lots of these questions are put on the docket by somebody's foolishness. Nothing will ever happen from it.

MR. BOWLUS: Is it your idea that a buyer of seed corn can still buy in small quantities?

MR. GORMLEY: The transportation machine is set up to do the business of the country. An undue burden requiring him to buy 100,000 lbs. of corn when he needs only 60,000 lbs. never will be placed on the receiver. (Applause.) When railroads get it into their heads they are not going to serve the public in the way it wants to be served they are thru.

MR. BOWLUS: You have heard the applause by the members. Will you back that statement up by another permitting us to use it when we need the statement?

MR. GORMLEY: Boy, you can't put me in any kind of a hole. Now when you order a 60,000 capacity, 9 times out of 10 they furnish you an 80,000.

This year the Santa Fe and the Rock Island were out of equipment and we had some 60,000 capacity cars on an eastern railroad, but when the Santa Fe was called on the 'phone they said, "No, we are better off without them. We have not track room."

You can continue to order your 60,000 and ship 60,000 lbs. minimum in the 80,000 furnished. Nobody is going to put over anything different. It is silly to think of it.

HENRY L. GOEMANN, Mansfield, O.: Elimination of the 60,000 lb. cars naturally results in a change in the minimum.

MR. GORMLEY: Fifteen years ago we had over 800,000 of these 60,000 capacity cars; we have 185,000 today.

MR. GOEMANN: My experience is that altho withdrawn, they come back to it again.

MR. GORMLEY: I will have to appear on your side of the fence then. A proposition is either right or wrong. If we are right we ought to be able to convince you. If we are wrong and cannot convince you, then we have to go along with you. Do you suppose we

built up this machine in the last 7 years by double-crossing anybody?

C. D. STURTEVANT, Omaha, Neb.: Some of us remember what happened when the 40's went out of existence. We used to be able to order a 40,000 as long as there was one in service on the railroad. The minute the last one went out we could not use the forty.

MR. GOEMANN: The individual action of the carriers, irrespective of the big fellow, is what irritates the average small shipper. While this has been withdrawn from the docket, a year from now it will come back with a better chance of success because you will have eliminated the 60,000 capacity cars.

You are trying to increase merchandise 4,000 lbs. and you are asking us to come up 20,000 lbs., because it is grain. That is not fair. Why was this put into your hands instead of into the Traffic Department?

MR. GORMLEY: I don't know anything about rates.

MR. BOWLUS: I will tell you why the traffic men did not handle it. They knew Mike Gormley would get away with it. He is the biggest man in the United States today. The traffic men could not do it. Mr. Gormley has done more for the railroads than any other one man in the United States.

MR. GORMLEY: We know the small dealer can not take a big load. It would spoil before he could sell it. Do you think we are going to jeopardize what we have accomplished for a few increases in minimums?

The report of the Transportation Com'te was presented by Henry L. Goemann of Mansfield, O. Mr. Goemann was on the platform, but his voice not being strong, it was read by the sec'y.

H. L. Goemann's Report.

As Sec'y Quinn has given a rather good report of the work of our Transportation Com'te we will not go into a detailed account of our work. We have received many inquiries and complaints and are endeavoring to work out satisfactory results on the various subjects taken up with us.

HEAVIER LOADING OF GRAIN.

We note from the sixth annual meeting report of the Trans-Missouri-Kansas Shippers Board of the Car Service Division, American Railway Ass'n, held at Topeka, Kan., Mar. 27, 1929, the Railroad Contact Com'te reported the following:

"ITEM III. Heavier Loading—Grain: The attention of the Com'te has been called to certain rules of the Board of Trade in Kansas City, Wichita and Hutchinson which would seem to mitigate against the securing of heavy loading of freight equipment, some of these rules, at least, having been formulated in the old days when the 10% over nominal capacity was the load limit for freight cars."

The Grain Dealers National Ass'n has established rules covering the carload quantities when trades are made by the carload and most of the markets have adopted these quantities as the basis of trading, making for uniformity and assisting very much in preventing disputes as to over and under deliveries, also facilitating arbitration when disputes arise as to size of carloads sold.

Our rules cannot be changed to meet unusual after harvest movements but must govern the seasonal general marketing during the year. No doubt the territory covered by the markets named above can and will load cars to capacity to move the crop at harvest time and which will be done by shippers without having the Trade Rules changed.

We have no objection to carriers' efforts to have shippers load cars to capacity with 24 inches space for proper inspection when condi-



Henry L. Goemann, Mansfield, O., Chairman, Transportation Com'te.

tions are such that they can do so, but we desire to enter a strong protest against carriers' committees trying to influence or force the grain trade to change their rules simply because carriers desire to build big cars and want loads to load limit capacity.

The grain trade must be able to judge what the requirements of the trade are, bearing in mind all territories and to leave interstate marketing unhampered by any high minimum weights which will prevent the economic movement of grain and grain products for domestic use. Therefore, based on the trade demands and ability to purchase we must base our rules and be left free to state what rules are to govern our transactions without interference by the carriers.

Increasing Minimums.—Mr. M. J. Gormley has stated many times that it is not the desire to increase minimums without any regard to commercial necessities but here the Contact Committee of Trans-Missouri-Kansas Regional Board is trying to do just the opposite, for changing our rules covering car lot quantities would be increasing the car load minimum.

Mr. Gormley's address at the Green Bay, Wis., meeting of the Mid-West Shippers Advisory Board on July 13, 1927, and other meetings since, as well as thru correspondence, stated he was not interested in car lot minimums, therefore, we now request that he ask the Contact Committee to desist in their efforts to have the grain markets change the loading and shipping weight by amending their rules.

RETIRING THE 60,000-LB. CARS.

We would again like to touch upon the question of the advisability of the carriers making the 100,000 lbs. capacity car their standard size car for the future, as we understand, it is the aim of the Pennsylvania and New York Central Railroads and we believe others also to do this and eliminating the sixty thousand pound cars altogether.

In Mr. Gormley's address at Sacramento, Calif., June 21, 1927, meeting of Pacific Coast Transportation Advisory Board he stated at the end of his address:

"Get this carloading where it ought to be and if this is done, we are in position to retire 250,000 or more 60,000-lb. capacity cars by 1931 or 1932, and further, we can do our business in an absolutely adequate manner with anywhere from 150,000 to 175,000 fewer cars than was done in the high point of ownership in 1925. With a decrease of 98,063 cars in our ownership we must bear in mind that we are carrying a surplus of 225,000 cars, notwithstanding that our loading in the past, as it is in the present, has been in excess of 1,000,000 per week for eight straight weeks in succession."

This would indicate to us that the 60,000 capacity cars (of which carriers at present have about 278,000) according to Mr. Gormley's statement would practically be entirely eliminated by 1932 or sooner. It would further indicate that the size cars now in existence were used and needed, and even with them in use, the carriers have thru shippers co-operation in heavy loading secured satisfactory results.

Mr. Gormley also stated: "It must be understood that we will not receive the full benefits of the 1923 program until we get a more adequate and efficient use of railroad freight equipment. By this we do not mean that the consignee who receives a car of flour once a week or once a month is going to be asked to buy more flour than he requires."

This is not very clear because he does not say the quantity the car lot buyer now buys and probably all he can buy at a time now or in the future will not be disturbed or changed.

We have been advised that numerous instances of cars loaded in western Maryland and Pennsylvania where the production of an area of 5 or 10 square miles in the mountain sections, will not produce a load much over 60,000 pounds, and yet the aggregate production in these mountain areas exceeds several million bushels in each of the states mentioned.

While large cars with capacity loading may have helped the carriers in reducing various costs and improving operation, the loading of large cars to actual capacity slows up the loading by shippers and increases their expense as in the case of grain due to trimming of the car after certain height of load is obtained also slows down the loading capacity of the plant, and manufacturers costs are also increased thru extra tiers and the extra care of stowing to avoid damage in transit.

It seems to us that the carriers thru the Car Service Division should be satisfied to secure heavier loading by urging those who can ship in large quantities to do so and we believe they have succeeded in securing this loading.

For the best interest of the whole grain trade, present sized capacities of cars should be continued, with the present minimums, so that a flexible shipping condition will continue to exist which in the long run will be beneficial to the carriers in meeting truck competition and the demand of the smaller towns for reasonably sized cars.

ABOLITION OF STOP-OFF PRIVILEGE.

Referring to the Chicago hearing, Sept. 17, 1929, covering Docket Advice No. 22607 of the

Central Freight Ass'n. The carriers proposed to revise rules and regulations covering stopping of cars in transit to partially unload or to complete loading and covering many commodities.

The carriers' plan was to substitute fourteen new rules which included the elimination of stop-off privileges on freight in bulk. If stop-off privilege is denied grain, country elevators could not partly load a car and then send on to another station to complete loading at thru rate of freight plus stop-off charge.

Objections to the proposed changes were presented by the representative of the Kroger Grocery & Baking Co., Cincinnati, who prefaced his remarks with the statement that his company had shipped twenty-two hundred "stop-off" cars last year, and that contracts for this year would increase that number to about thirty-seven hundred. This would indicate that the large chain organizations, especially, those handling groceries and meats need present car lot sizes and minimums.

Statements, were made by others, that the proposed increased charges to \$10 for each stop off would force shippers to use trucks from the first stop-off point if increased charges went into effect, as stop off is usually made in small towns to serve branches or smaller concerns.

This is, we believe, a further argument for retaining 60,000 lbs. capacity cars, and this privilege and present charge so as to serve the smaller towns and by so doing carriers... will benefit by entire haul to final destination and avoid truck competition with its store door delivery.

Further hearing on this subject will be held by the Central Freight Ass'n on Nov. 22, at Chicago.

RAILROADS MUST SERVE SMALL SHIPPERS.

In line with the farm act passed by Congress the Federal Farm Board insists that one large co-operative farm organization is to sell the grain so collected thru the small co-operative elevator at country points which will not change however the present system of buying and collecting the grain from the farm through the small country elevator or of enlarging the buyers' capacity of buying more than the trade needs of his territory, or of his warehouse or financial ability to take care of.

A new factor is entering the situation, that is the great development of electric power companies who are now helping very largely in turning the tide and bringing back to the small cities and country towns the laborer who went to the larger city owing to the development of mass production and due to the power available there.

Now, however, the power companies are furnishing power freely to the smaller places and making every effort to build up the smaller towns creating a new industrial frontier and the carriers are also helping by giving the smaller towns competitive rates and good service, thus bringing them closer to the consuming markets.

The Business Week, under date of Sept. 21, has an article under the heading "This Is Age of Small Business," and is as follows:

"Chain companies close branches which sell less than \$250 worth of goods a week. Few chain stores are permitted to continue if their sales get down to \$200 a week. Yet 42% of all the retail outlets found, according to the trial census of distribution, in eleven large cities, representatives of all parts of the nation, had total sales for the year under \$10,000.

"Commercial Service Company just reported the opening of 4,252 new independent stores as against 937 chain store branches last month. So much publicity has been given the rise and expansion of chain stores that the fact that independent stores are increasing relatively much faster is not generally known. There are approximately twelve times as many independents as chain stores, and over two-fifths of them are smaller than the smallest chain store.

"Incidentally, it is interesting and important to distributors to know that chain stores have not been able successfully to compete anywhere with the smaller independents in the poorer urban neighborhoods. In some parts of the country, moreover, they have not coped successfully with the small rural independents."

No doubt the above article as to independent stores covers also some stores handling staples and heavy commodities and grain and grain products.

Therefore, our closing plea to the carriers is, do not endeavor to kill the medium sized and small plants and dealers, for if many plants in the future drift to small towns, it will mean more buyers who will want to buy the various commodities in car lots of medium size and of present minimums.

The Salina group of red coats, Ted Branson, Bill Talbot, Roy Miller, Denny Richter and Harry Robinson, were introduced as the actors in a travesty on federal appeal.

FRED E. WATKINS, Cleveland, O.: If 40 or 50 persons can go out and get in 140 or 150 members, if about 1,100 persons would go

out and get a member you could see how much more effective work we could do.

If we have one prospective booster who is going to bring in 100, can't the rest of us bring in several more?

Mr. Watkins distributed cards pledging the signer to bring in one new member for the Ass'n.

JAS. L. KING, Westchester, Pa., chairman, read the following report of the Legislative Committee:

Legislative Committee Report.

The Legislative Committee of the Association has had an active year, owing to the final passage of a farm relief measure, after ten years of agitation during which, as all the members know, sustained efforts were made to enact into law bills containing either the famous "equalization fee" or the "debenture plan."

The bill that ultimately received the approval of the President contained neither of the two controversial features, but it is nevertheless a measure that is potentially dangerous to the grain trade because of the power vested in the Federal Farm Board that is created to administer the law.

I will not attempt in this report to give an analysis of the "Agricultural Marketing Act," as the new bill for farm relief is officially known. The bill has been published in the entire trade press and in all the daily newspapers and commented upon it has been voluminous.

Hardships to Follow Federal Marketing.—Everyone knows its purpose which is fully outlined in its "declaration of policy."

This purpose, if successful, is bound to bring hardships to many now engaged in the trade. A "farmer owned and farmer controlled" machine, to supplant the present system of distribution, and financed from the federal treasury, is sure, for some years at least, to be a factor in marketing the grain crops of the country. This seems obvious in view of the power, financial and political, that is arrayed on the side of the new enterprise.

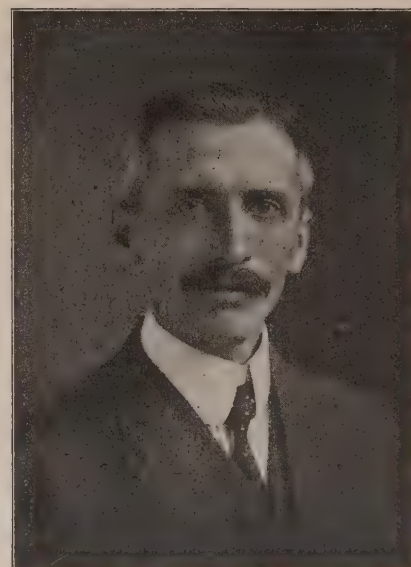
One does not need to devote much time to the study of the new law to discover that the powers granted to its administrators are virtually unlimited, greater indeed than any power that has ever been given by Congress in the past to any Board or Commission in times of peace.

It is the conferring of this all-embracing power to the Federal Farm Board that makes the future so uncertain. No one can dare foretell the effect of the new law. I am constrained to believe that its effect will be conditional upon the attitude of those who constitute the Board.

If they are radical in their theories, and are not disposed to listen to economic reason, the result will be disastrous, not only to the whole scheme but to farmers and grain dealers alike.

The greatest objection I find to the bill is not so much its attempt to help the farmers through co-operative efforts but to the absence of checks or restraints upon the administrators of the law. Given such power anything may happen, and this, I take it, is the view generally expressed in the trade.

Knowing that the bill, when it was being written by the House Committee on Agriculture, was to follow closely the ideas of President Hoover, and which ideas were embodied in his pre-election utterances, our committee believed that the



Jas. L. King, Westchester, Pa., Chairman, Legislative Committee.

views of the members of the Ass'n should be made known to the President rather than to the House Com'te. We reached this conclusion because we felt that the President was in reality the author of the measure since nothing went into the bill that did not receive his approval.

Visit to President Hoover.—Accordingly the members of the Legislative Com'te, in company with the pres. and sec'y of the National Ass'n and several officers of affiliated ass'ns, formed a delegation numbering eleven and called upon President Hoover at the White House on Apr. 10. We presented to him a brief outlining our views and tendering our assistance to the administration in its attempt to solve the vexing problem of farm relief legislation.

While our views were not incorporated in the new legislation we nevertheless feel that the time and money expended on the trip were not wasted. As both political parties had committed themselves before the last Presidential election to some form of legislation similar to that which was finally enacted, it was inevitable that Congress would pass a bill along lines that would be objectionable to the trade. However, our views are now part of the official record, our protest is on file, and so are our ideas as to the proper constructive course that should have been followed. We have preserved our independence and our self-respect and we have the consciousness of knowing that we did all in our power to secure sane legislation.

Bills Before the Special Session.—Of course, all the bills that were before the seventieth Congress, when it adjourned on Mar. 4 last, are dead and must all be reintroduced in the new (seventy-first) Congress, the first regular session of which begins on Monday, Dec. 2. The present session is a special one called by the President on Apr. 15 to redeem a pre-election promise. This special session is intended to be devoted entirely to farm relief legislation, such as the passage of a farm relief bill and the revision of the tariff in the interest of the farmer.

There are, therefore, not as many bills affecting the grain trade in the special session as are usual in regular sessions of Congress. Nevertheless there are several "old timers" whose absence would be strange indeed. The memory of man runneth not to the time when some senator or congressman did not have a bill to abolish futures trading in grain or cotton or both. Senator Caraway, of Arkansas, on Apr. 22, introduced his bill to prevent the sale of both cotton and grain in futures markets and Congressman Hudspeth, of Texas, has a bill to abolish futures trading in cotton. The senator from Arkansas is not easily daunted. His bill was decisively defeated in the seventieth Congress just before adjournment but it is back again and awaiting an opportunity to be reported out by the radical Senate Committee on Agriculture.

There are several other bills, such as the one introduced by Representative Howard, of Nebraska, "to promote the orderly marketing of farm products through the construction and operation of federal warehouses for the reception and storage of farm products." And one by Representative Summers, of Washington, "to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in interstate and foreign commerce." Senator Schall, of Minnesota, has a bill authorizing an appropriation to encourage utilization of farm waste for the production of paper by aiding farmers and local chambers of commerce to develop the manufacturing of paper pulp from waste crops. Congressman Cross, of Texas, has a somewhat similar bill to provide for research work in connection with the industrial utilization of waste products from the land.

Of course, the members of the Ass'n are familiar with the struggle in the senate over the tariff bill, with farm leaders claiming that the measure, as it passed the House, does not help the farm situation because, while the tariff on certain farm products was raised there were corresponding increases on products which the farmers must buy.

At the regular session, which begins on Dec. 2 next, there will, without doubt, be introduced the usual number of new bills affecting agriculture and indirectly the grain trade. It is safe to predict that, notwithstanding the passage of the Agricultural Marketing Act at the special session Congress will be flooded with "relief" measures designed to aid agriculture.

The Strong Bill on Drafts.—At the regular session the Association will conduct a vigorous campaign to have enacted into law the Strong bill, which was introduced on Apr. 16, 1928. This bill was known as H. R. 13153.

The purpose of this measure is to protect shippers who issue drafts and send them thru distant banks for collection. Court decisions, given recently, have made the drawer of the draft a virtual depositor in the collecting bank so that, in event of the failure of the collecting bank, the shipper becomes a depositor in it with such rights only as ordinary creditors.

The members of the Ass'n have always regarded such court decisions as an outrage on common justice, because the drawer of the draft is in no sense a depositor in the failed bank which bank acted only as a collecting agency.

A large number of the members of the Ass'n are greatly interested in the Strong Bill, the

author of which is Representative Strong, of Kansas. He is a prominent member of the House Com'te on Banking and Currency and is in position to help materially in securing its passage thru Congress. His bill provides "that transferors for collection of negotiable instruments shall be preferred creditors of national banks in certain cases," and then goes on to explain that "upon the appointment of a receiver of any national bank the transferor of a negotiable instrument transferred to such bank for collection shall be a preferred creditor of such bank in the amount of the liability of such bank as collection agency if such negotiable instrument has been collected, either in whole or in part by such bank."

Of course, this bill, if passed, will cover only national banks, but it must not be forgotten that most grain shipments are interstate and protection will be given to shippers in all such cases. It is not too much to expect that once the federal law does justice to shippers it is only a question of time until similar state laws follow.

The Com'te on Legislation did not attempt to push the Strong Bill because it was not introduced until late in the regular session of the seventieth Congress and there was no opportunity, in the short session that followed, to secure action because of the rush of appropriation and other important bills. To secure passage of the bill at the special session called by President Hoover was out of the question. At the regular session which begins on Dec. 2 your committee will give attention to the bill and make a determined effort to secure its passage.

Stamp Taxes.—Your Committee will also endeavor to have the stamp tax on cash transactions removed from the revenue bill. This is one of the few war-time taxes that remain. Congress should abolish the tax on grain futures transactions. The House has on several occasions taken this tax from the bill but the Senate always reinstated it. If the tax on futures cannot be removed the tax on cash grain transactions should surely be taken out of the bill. The revenue measure does not specifically tax cash transactions, but on the contrary it exempts them in the following language:

"No bill, memorandum, agreement or other evidence of such sale, or agreement of sale, or agreement to sell, in case of cash sales of products or merchandise for immediate or prompt delivery which in good faith are actually intended to be delivered, shall be subject to this tax."

This plainly exempts cash transactions and yet, through an interpretation by the Internal Revenue Department, all transactions, where delivery is specified after twenty days, is a future transaction.

As the law has been interpreted by the department, no cash transactions covering a period of more than twenty days are exempt from the tax. The department recognizes that the law does not apply to cash transactions, but it has arbitrarily placed twenty days as the time limit beyond which no grain dealer (if he is a member of a grain exchange) may make a cash trade without paying the tax. This is the department's gauge or foot rule to distinguish between cash and future trades. Many members of the Ass'n make cash trades specifying longer delivery than twenty days. These deals are in no sense future trades. They are simply contracts to deliver cash grain within a specified time.

Another objection to this ruling is found in the fact that grain dealers who are not members of any exchange are not subject to the tax, which applies only to exchange members. This is a discrimination which is without doubt unlawful. If the Ass'n cannot secure a modification of the ruling it is likely that certain interested parties will bring suit to have the tax removed.

C. D. STURTEVANT: I move the president appoint a com'te of three to revise the constitution and by-laws, arbitration and trade rules to harmonize with the change in the name of the Ass'n. *Carried.*

HAROLD L. GRAY, Crawfordsville, Ind., chairman of the com'te on crop reports, said it had been several years since this com'te reported to the convention, its purpose being to act as an advisory aid to the government. He said, "There is very little fault to find at the present time."

LEO POTISHMAN, Ft. Worth, Tex., was not present and did not make a report as chairman of the membership com'te, as he knew the sec'y was covering it fully.

CHAS. QUINN: Mr. Potishman is one of the greatest boosters the National Association has ever had. In 1928 he secured 36 new members for us. Previous to that, he had secured a number of booster prizes. I should say off-hand that Mr. Potishman has brought into the Ass'n from the beginning of his interest in membership work, approximately 100 members in the 6 or 8 years he has been in it.

He has sent me two applications already for 1929-30, and he asked if I would not be kind enough to let the members here know that he was going to be very active in the campaign this year, and that he had sent me these two to be entered on the 1929-30 membership canvass. Therefore, he can justly claim that he is the first booster to secure members for the new year.

The two he has obtained are the Hitch Grain Co., of Guymon, Okla., and R. E. Roberts Grain Co., of Stratford, Tex.

I also have another application which our president secured from Fuller-Holworth Co., of Augusta, Me.

PRES. MACDONALD: That gives us a nice little start on next year's Booster Campaign, and as I stated a while ago, if Mr. Parks is not too optimistic, the coming year should be a record-breaking one.

Arbitration, established so many years ago and such an important feature of association work, has apparently done its bit. The arbitration cases are decreasing in number, the reports are purely formal, and in some cases there will be no report at all.

No arbitration com'te reports were presented.

Adjourned to Wednesday, 9:30 a. m.

The trip of inspection Monday afternoon thru the plants of the Corn Products Refining Co. and the American Milling Co. was highly educational, the refining company having provided well informed men to explain the processes.



Miss Gladys Sunshine, as Hiawatha, Gave Away Smiles.

Wednesday Morning's Session

Excellent vocal music preceded the opening of Wednesday's session by Pres. MacDonald at 9:55 a. m.

PRES. MACDONALD: The "Every Member Get a Member" cards were distributed yesterday freely and generously, but there are only two cards back. We want you to sign them.

In addition to the General Mills, J. P. Parks has three new members to report, so far: the National Oil Products Co., Harrison, N. J.; E. A. Weiler, Kansas City, and J. T. Sexton & Co., of Kansas City.

SIEBEL C. HARRIS, Chicago, Ill., delivered an address on "Farm Relief Legislation," which appears elsewhere in this number.

C. P. REID, Memphis, Tenn., read a paper on "Trading in Cottonseed and Cottonseed Meal Futures," which is published elsewhere.

H. J. BESLEY, Washington, D. C., in charge of the Grain Division of the Bureau of Agricultural Economics, made an address on "Problems Connected with the Grading of Grain," which is published elsewhere.

P. B. MILES, Peoria: We had a better system of inspection before the Grain Standards Act was passed than we have today, more satisfactory for the producer, for the consumer, and for the grain trade generally.

You could buy corn or wheat or oats anywhere in the West, and nearly every car would grade.

Now we have a technical, theoretical, radical inspection. It is a great thing for the consumer at home and abroad, but it is hard for the producer. It is hard for the grain trade. Under this system of inspection, which started our socialistic problem in 1916, the farmers, the producers of this country, have lost untold millions of dollars.

Who started this great grain business in this country? Our fathers, and our grandfathers and our uncles and great uncles. It was worked up and before the Grain Standards Act it was the best system the world ever knew, with the best system of grading, the best system for the producer and for the consumer. The grain trade of this country is better able to handle the grain trade in all its phases than any Department of Agriculture or any bureau that there is, working on technicalities and theories and all these foolish things.

How long are we going to stand for it? The problem of grain grading would to a large extent be eliminated if the grain trade of this country was turned back to the grain men who built it up, and are now running it, and know more about grain than anybody else.

Down at Washington, before the Senatorial Com'ite, they told me, "Oh, these fellows are down on boards of trade, down on you speculators." Why, that is nonsense. The government ought to be in favor of anything that is as big as a board, or, in fact, as the grain trade of the country.

The grain trade, the grain men of the country, are as high a class of men, both in the boards of trade and in the country, as any other class of men in this country, or in any country. I know a lot of them, having been here in the grain business for 54 years, and have seen it in all its phases.

I would like to see this organization adopt a resolution demanding that the Department of Agriculture get entirely out of the grain business in all its phases and keep to the work of research and investigation for which it was started. Nobody contemplated the Government's trying to run the grain business of the country. (Applause.)

JAS. L. KING: I believe that we have made a step forward and as a grain dealer, I much prefer to ship grain and to act under the present system than I did in the systems that existed prior to the establishment of the Bureau. If we would bring before the Depart-

ment of Agriculture just the technical points that seem to be operating against the free movement of grain, and if Mr. Besley or his department could do that which would meet these irregularities, I believe that a great deal more satisfaction would result.

I hope that it won't be all investigation and all reports, but that out of it all will come something which will be of benefit to the handler and certainly react as a benefit to the producer and to the industry.

GEO. C. MARTIN, JR., St. Louis, Mo., chairman of the Com'ite on Uniform Grades, presented the following report:

Uniform Grades Com'ite Report.

Scabby Barley.—During the last of September a year ago the Government issued a restriction order making any barley that showed evidence of scab "Sample Grade," and as there were at



George C. Martin, Jr., St. Louis, Mo., Chairman, Com'ite on Uniform Grades.

that time large open contracts made by United States exporters with Europe, naturally they were up in the air and facing a possible heavy loss.

Back in November, 1928, there was an article in the Grain Dealers Journal that gave the situation in full as it then existed. Matters became so acute that an invitation conference was arranged by the Bureau of Agricultural Economics, Department of Agriculture, for a meeting in Chicago on Dec. 6. Your Ass'n was invited to be represented and the chairman of your com'ite attended this meeting. This invitation was extended to fourteen exchanges as well as the ass'n. Representatives from Chicago, Duluth, Milwaukee, Minneapolis, Omaha, St. Louis, Toledo and New York attended.

Over Night Decision by Federal Department Unwarranted.—It was the unanimous opinion of those who attended this meeting that the action of the Department in making a quick decision almost over night was drastic and unwarranted and we could not agree with the position they took with regard to the grading of the so-called "scabby barley." While protests were made at this meeting at Chicago as to the classification of grade factors, the harm had already been done, but the Department evidenced some disposition to try to help the situation as we found it at that time.

This scab, which is more or less prevalent in barley raised in most of the states, is still a bone of contention. At the time of writing this report, we in the St. Louis market are having our troubles with regard to the grading of barley of this type; the situation certainly is not cleared up by any means, and I believe the ass'n should continue to fight for a correction of this condition.

With reference to "sick wheat" and the matter of wheat grading, while the barley situation is bad enough, the wheat grading situation is also a big problem.

Sick Wheat.—As I have previously stated, both of these matters came to a head where action seemed necessary at about the same time, for on Dec. 4 a conference was held at Kansas City with representatives of the principal organizations interested in the merchandising of hard winter wheat of the southwest and representatives of the United States Department of Agriculture for the purpose of arriving at a better understanding on matters pertaining to the inspection or grading of wheat. The grain interests had nine representatives from boards of trade, three from Kansas ass'ns, one from the Southwest Millers' League, a representative

from the Kansas State Agricultural College, and our own representative, George A. Aylsworth, seventeen different organizations being represented.

Out of this meeting a permanent com'ite known as the Contact Com'ite of the Southwest was formed, their purpose being to meet with the U. S. Department of Agriculture at such times as it was necessary in conference on problems pertaining to the matter of grain inspection. The opinion expressed at this meeting was that there was great variability in the interpretation of grading factors, especially as pertained to damage, and many corrections were necessary to bring about a better understanding with regard to uniformity of grading between state departments and the U. S. Dept. of Agri. Also severe complaint was made about inspection results thru the Board of Review.

One particular proposition was brought out, in fact presented to the committee by the Department of Agriculture, which would have for its purpose, under a new regulation in the case of interstate grain, a single certification of grade by a licensed inspector acting under the federal law in lieu of several certifications by various licensed inspectors as now obtains, the sole purpose being to reduce to a minimum possible hazard surrounding inspection and grading of inter-market grain movements.

This is a big subject, and, as your representative reported, has many angles and certain legal questions involving state laws. However, the Department of Agriculture seems to feel that a method of this kind might be a solution to some of our troubles, altho they want it understood they were not recommending such a regulation and stated they would not care to promulgate same without full endorsement of the organized grain industries. No action was definitely taken on this proposition, in fact it would need the endorsement of each organization represented before action would be considered by the Department of Agriculture. Personally, it would seem to me that under present conditions a regulation of this kind would not solve our difficulties.

On Feb. 9 and 10 of this year the com'ite represented at the previous Kansas City meeting was in session at Kansas City; the beginning of their report of procedure of this meeting is worth repeating. It reads as follows:

"During the past eighteen months there have been innumerable complaints to the Sec'y of the U. S. Dept. of Agri. on the grading of wheat moving from interior southwest points to the terminal markets. This question was aggravated in the fall of 1928, due to grain being damaged after harvest by excessive rains and to the development of certain forms of damage and odors which were the principal governing factors in the grading of this grain and to the entire lack of uniformity in grades assigned to wheat by inspectors at different inspection points, and more especially to the interpretation of these factors by the supervision officials under whose direction licensed inspectors worked. This variation resulted in heavy losses to the growers and shippers of the southwest."

Supervision Methods Not Conducive to Good Inspection.—This statement covers the situation in a broad way. The consensus of opinion of those at that meeting was that the method of procedure under which the supervision department functioned was not conducive to good inspection.

Criticism was also brought against the Board of Review, particularly with reference to their interpretation of what constitutes damage in wheat, especially with regard to the so-called "sick-wheat." After various conferences at this meeting, a plan was proposed and agreed upon by all delegates present for submission to their various organizations for approval, hoping in this way to avoid the necessity of asking for legislation to amend the Grain Standards Act. This regulation in substance states that where an appeal shall be taken to the Secretary of Agriculture from the grade made by the state or recognized Board of Trade inspection department, appeal shall be made before the grain leaves the place where inspection appealed from was made and before the identity of the grain is lost, to a Board of Appeal consisting of the federal supervisor and one or more licensed inspectors from the state or board of trade inspection departments designated by the sec'y to represent the interested parties, and located at a point where the inspection in dispute shall have been made, and the decision of this Board of Appeal shall supersede the certificate of grade for the grain involved and shall be the final grade of the grain at point of appeal, but the interested parties shall not be denied the right to be heard before the Sec'y of Agriculture in Washington as provided by the Grain Standards Act. I believe this method has been tried out in Kansas City and I have been told that it was not particularly satisfactory.

Rotating the Board of Review.—Since this regulation has been suggested, there has been considerable discussion in the different markets on this subject, and at a meeting of the trade in St. Louis recently a proposition was suggested of a rotating Board of Review made up of the federal supervisors of the different markets and being located at some central point for a period of two or three months to act as a Board of Review. The good feature of such a

Board would be that it would bring together regularly the supervisors from different territories, thereby better familiarizing themselves with the types and getting a uniform conception of the determining factors of the different grades in the diversified territory now covered by Federal supervision and will also create closer co-ordination.

A Questionnaire was sent out from Washington, D. C., on Aug. 28, 1929, to the grain exchanges of the country. You are all, no doubt, familiar with this questionnaire. Preliminary hearings already have been held, your chairman having attended one at St. Louis recently, and hearings are now being held by the committee appointed by the Chief of the Federal Bureau of Agriculture. Most of the questions pertain to the grading of grain; there are also questions relative to sampling and the licensing of inspectors and samplers and also with regard to the Boards of Review. I have already touched on this last subject.

Interpretations Detrimental.—Your com'te believes that this convention should take a definite stand on at least these two very important matters. First, correction of present methods of interpretation of grading factors, thereby bringing about an equable grade and not a grade where the interpretation varies as at present. Second, a needed change in the method of Board of Review appeals or the method of handling such appeals, as the present system is very detrimental to the interests of the growers as well as the handlers of grain.

The report was accepted.

S. P. MASON, Sioux City, Ia., read the following report for the Trade Rules Com'te, of which he was chairman:

Trade Rules Com'te Report.

The Com'te on Trade Rules has no recommendations for changes in or additions to our present trade rules.

Some suggestions have been made for interpretations of present rules and changes have been suggested to conform with customs in different sections of the United States.

As chairman, I will be glad to place these suggestions before you with no recommendations, as our rules seem to be standing the test of time and we believe further changes or additions should emanate now from the dealers and members themselves.

Uniformity of Rules.—Before placing these questions before you, I may say that it is increasingly apparent that more strenuous effort should be made to reconcile the rules of the exchanges with our rules.

This would be a simple matter of getting together if it were merely a difference between the Ass'n rules and exchange rules which were uniform, but our experience shows in most cases where disputes arise that minor differences occur in the rules of each market.

Perhaps the rule that occasions the most controversy is Rule "32," covering the application of capacity cars on sales. Our present rule was adopted after much thought and discussion. A number of terminal markets' rules allow no leeway.

The time allowed and the manner of handling reinspections.

The interpretation of shipment, "first or last half of calendar month."

Also in a number of markets the time of shipment on sales, dates from the time billing instructions are received. In the National rules, ten days' shipment means "ten days' shipment," and it is obligatory on the buyer to furnish directions on demand within three days.

I mention these differences as it is the recommendation of the Rules Com'te that the Special Com'te to secure uniformity be continued and that it be the sense of the meeting that they make a full report at our next convention, advising progress, with any suggestions for changes in our rules, to the end of securing uniformity.

The following suggestions have been made:

Rule 5. Time of shipment or delivery. Paragraph "4," reads as follows: "When the words 'Immediate,' 'Quick' and 'Prompt' are used, the following meanings shall be implied: 'Immediate,' Three Days; 'Quick,' Five Days; 'Prompt,' Ten Days.

It is suggested that the following be added to the paragraph: First Week, Second Week, Third Week and Last Week shall mean: "First Seven Days," "Second Seven Days," "Third Seven Days," and "Last Seven Days," regardless of calendar weeks. "Calendar week," a week as it appears on the calendar and may consist of from one to seven days.

Diversion Date: Mr. Hankerson of San Francisco, Cal., again brings up the question of the diversion date and suggests the following rule:

"Sales made out of any terminal market for a specific number of days' shipment shall be filled with shipments from or thru the point from which sold, unless otherwise agreed or understood.

The "date of shipment" shall be the date shown in the original B/L, even tho later diverted, provided:

That car has not been backhauled. That car has not been held at diversion point or points a total of more than three days. That cars diverted at terminal markets on the Mississippi and the Missouri rivers, the date of shipment shall be the date of diversion at said terminal market."

Date of Shipment.—As I have previously reported to the convention, the Ass'n has no rule in reference to governing date of shipment, when grain is diverted in transit, as it is well known that the custom in this respect varies on the east and west coasts and in the middle west.

I do not favor this suggested rule, as the rule applies irrespective of destination, and attempts to exempt merely the terminal markets on the Missouri and Mississippi rivers from the application of the rule. If the principle is correct, it should apply equally whether grain is diverted from interior points or from terminal markets, and if the Pacific Coast markets consider their trade demands such a rule, it should apply on shipments from any market. Further than this, there would be endless controversy as to points that would properly be termed "terminal markets."

JOHN S. GREEN seconded Mr. Mason's suggestion that the special com'te of three to secure uniformity of exchange and Ass'n rules be continued. *Carried.*

PRES. MacDONALD: The suggestion made by Mr. Green that we should not let discussion of trade rules drift until the last session is a good one, and the suggestion, being in the records, will probably be carried out by your sec'y in framing up the program for next year.

H. W. REIMANN, Shelbyville, Ind., for the Auditing Com'te reported the accounts of the Sec'y-Treas. correct.

GEO. E. BOOTH, for the special com'te on recommendations based on the annual reports of the Pres. and Sec'y, reported as follows: Sections 4 and 6 of Art. II of the by-laws duplicate or contradict each other. Your special com'te recommends that in Sec. 4 the words "to investigate all objections filed by members," that is the section that has to do with the Membership Com'te, be eliminated, which would establish the work of each com'te separately, and do away with the conflict or duplication which now exists. *Carried.*

Increase Dues to \$25: Your Special Com'te recommends that a discussion come now on an increase in the dues to \$25, and that a vote be taken with the provision that if an affirmative vote is cast the action to be subject to ratification or rejection by the convention of 1930. The committee takes this action in order to get the question before the Ass'n. There has been a lot of talk and recommendation by the President, and there is a year for the membership to (if the vote should be affirmative here) mull it over and check over the possibilities in it. I am talking about the first part of the motion; there certainly can be no objection to the latter part, that the companies that have branch offices should take out branch memberships. It would be a perfectly logical thing for them to do. *Carried.*

Your com'te recommends that the Ass'n be alert to having the members of our directorate and our officers well representative of all interests of the membership, country grain dealers, feed dealers and terminal market dealers. In order that our Ass'n may best serve the interests of all branches of the trade and truly represent the entire membership.

To Deal with Farm Board.—Following up the suggestions made in the address of Mr. Harris this morning, your com'te recommends that our directors and officers take any necessary action to prepare the Ass'n for inquiries which may come from the Federal Farm Board, and to protect our individual rights of the grain trade as provided for in the farm relief legislation.

C. D. STURTEVANT: It gives me great pleasure to say a few words at this time to commend the work of Pres. MacDonald during the year.

(Addressing Mr. MacDonald) It becomes my pleasure and privilege to present to you upon behalf of the Ass'n this slight testimonial of our affection and esteem. (Presents two sets of candlesticks and a beautiful cut glass salad bowl in silver mounting.)

PRES. MacDONALD: I thank you very much for this visible and tangible evidence of your appreciation. No candles? (Applause: Still a Scot.)

E. C. EIKENBERRY, Camden, O., chair-

man of the com'te on resolutions, submitted the following, which were unanimously adopted:

For Co-operation with Farm Board.

WHEREAS: The Grain and Feed Dealers National Ass'n has always heartily favored any economies that may be devised to enhance the income of the producer of agricultural products; and,

WHEREAS: The Federal Farm Board thru its accredited representatives has now declared its intention to secure for the producer the largest possible share of the prices paid by the consumers of agricultural products, we

THEREFORE declare our interests identical in this respect and authorize and instruct the chairman of our Com'te on Transportation to advise and co-operate with the chairman of the Farm Board and its traffic officials in an effort to secure and maintain freight rates, regulations and facilities that will promote an adequate movement of grain and feed at the lowest cost consistent with efficient services by the carriers, and that we authorize similar action by our Com'te on Uniform Grades or other com'tes on matters of mutual concern to the independent grain and feed trade and the Farm Board or organizations functioning under its authority

Urge Affiliated Ass'ns to Aid.

We deem it of the greatest importance that there be the closest cooperation between this Ass'n and all its affiliated bodies to the end that we be enabled to conserve our maximum strength for the protection of our legitimate interests. We urge all state grain and feed ass'ns to give us their fullest co-operation, and in return we pledge them every assistance in our power in helping them to solve their problems.

Thanks for Entertainment.

WHEREAS: The Grain and Feed Dealers National Ass'n is closing a convention held at a city in the very heart of the corn belt and has been accorded every courtesy by the members of the Peoria Board of Trade, and the officers of the Cereal Manufacturing Industries of the city; and,

WHEREAS: We shall carry away with us delightful memories of the stay in this Surprise City of the Middle West with its geniality and general evidence of prosperity; therefore, be it

RESOLVED, That we do extend this expression of appreciation to every individual and organization that has in any manner contributed to the entertainment of our members and their ladies and to every one who has appeared on the program.

Sympathy for J. L. McCaull.

Your com'te desires to recall with grateful memory the wise counsel and unselfish labor of J. L. McCaull of Minneapolis. During the early period of the life of your Ass'n he was an active member, responding to every call, wise in his counsel and strong in the defense of the grain trade. His eloquent voice was often heard from this floor in support of rules of conduct that were honorable and ethical with trade practices that were fair and just to every interest in the industry. Many times he was a tower of strength, and the resources of a mind highly trained in business experience and a faculty of logical and concise expression were invaluable in emergencies.

Mr. McCaull is absent from this convention, ill in a hospital in his home city. His heart is with us, our sympathies are with him, and by the authority of this Ass'n conferred on the Sec'y, we hereby direct him to transmit to Mr. McCaull this expression of our high regard, and this assurance that the trade retains for him its affection and wishes his speedy and complete restoration to health.

J. S. GREEN: I move that in case it should be needed the President appoint a second com'te for feed arbitration. *Carried.*

W. W. MANNING, chairman of the nominating com'te, read the report, naming the following as officers and directors of the Ass'n for the ensuing year, and they were unanimously elected:

Officers and Directors for 1929-30.

Pres., Bert Dow, Davenport, Ia.; 1st v. p., S. P. Mason, Sioux City, Ia.; 2d v. p., Geo. E. Booth, Chicago, Ill.

Directors: L. J. Hartzheim, Beaver Dam, Wis.; E. A. Boyd, Spokane, Wash.; F. A. Theis, Kansas City, Mo.; L. C. McMurtry, Pampa, Tex.; D. B. Kevil, Sikeston, Mo.; O. F. Bast, Minneapolis, Minn.; W. J. Edwards, St. Louis, Mo.; W. G. Kirkpatrick, Great Falls, Mont.; L. M. Swift, Lansing, Mich.; A. H. Hankerson, San Francisco, Cal.; G. Sherwin Haxton, Oakfield, N. Y.; R. W. Kent, East Providence, R. I.; L. H. Connell, Denver, Colo.; A. L. Johnstone, Milwaukee, Wis.; C. D. Sturtevant, Omaha, Neb.; to fill

the unexpired term of Mr. Dow, Clifford Belz, Conrad, Ia.

Pres.-Elect Dow took the chair.

Mr. Dow: I thank you. I very much appreciate being elected your President for the coming year.

Adjourned *sine die*.

Peoria Convention Notes.

James E. Bennett & Co. posted continuous market quotations on a blackboard in the lobby of the convention room.

Many of your old friends were present. Look over the list of registration published herewith and classified for your convenience.

A dockage scale and a portable platform dial scale was on exhibit by the Toledo Scale Co. The exhibit was in charge of Carl D. Marsh.

Indianapolis and Houston each made a vigorous effort to get the convention for 1930. However, the invitation of the Chicago Board of Trade was accepted.

Registration totalled well over 700. Almost 150 ladies accompanied their husbands and thereby enjoyed the entertainment especially prepared for them.

Gruendler Crusher & Pulverizer Co. exhibited a laboratory model of its direct-connected whirlbeater hammer mill. It was in charge of Wm. P. Gruendler and D. E. Hughes.

E. J. Smiley, sec'y of the Kansas Grain Dealers Ass'n, brought his wife and his sisters with him, stopping at Peoria enroute for Indianapolis where the Smiley family had scheduled a family reunion.

R. C. Jordan, executive superintendent of grain elevators for the Board of Commissioners of the port of New Orleans, and Geo. S. Colby of the Houston Public Terminal Elevator, were on hand to greet their many old friends.

Exhibits included a Miracle Molasses Process demonstrator mounted on a truck. It was in charge of F. M. Walter and L. P. Little who showed all interested how the mixer performed the operation of mixing cold molasses with ground feeds.

Hotels were crowded. Reservations took up all available space in the headquarters hotel, the Pere Marquette, several weeks in advance of the convention. Nearly the same was true of the Jefferson and a large overflow went to other nearby hotels.

At the meeting of the directors following the last business session of the ass'n, the following executive com'mite was appointed: Fred E. Watkins, Cleveland, O.; Geo. E. Booth, Chicago, Ill.; C. D. Sturtevant, Omaha, Neb.; A. C. Koch, Breese, Ill.; Bert Dow, Davenport, Ia.; S. P. Mason, Sioux City, Ia. The directors re-elected Chas. Quinn as sec'y of the Ass'n, and accepted the invitation of the Chicago Board of Trade to hold the 1930 convention in the "windy" city.

EIGHTEEN conventioners were stuck for an hour and a half in an over-loaded passenger elevator in the hotel. They all confess "they'll never be the same again."

JOHN C. HODGE, Los Angeles, Calif., who came the furthest to attend the convention, went to the hospital in Peoria in a very critical condition, suffering from heart trouble.

The crushed oyster shell handlers were active distributors of literature and statistics regarding the oyster shell business and the possibilities for profit therein when handled as a sideline by grain dealers. Both Pilot brand and Reef brand were well represented.

Ray Gutting, the "Silver Voiced Radio Announcer" for the St. Louis exchange, was present to meet his many friends who have acquired the habit of tuning in on St. Louis for their market reports. In every case the friendship was cemented more firmly by Ray's hearty handclasp.

Lamson Bros. & Co. had a room on the third floor where a Simplex receiving and sending machine was installed and an operator chalked up continuous quotations on a blackboard. A handy table was well loaded down with cigars and cigarettes offered with the compliments of the company.

The Salina representatives came attired in glowing red coats that would challenge the fighting instincts of any bull. But each was well armed with a polished, metal-tipped cane for protection against marauders. There can be no doubt but everyone knew that Salina Board of Trade was well represented.

ATTENDANCE PRIZES were granted to those in attendance at each session and, no doubt, helped to swell the attendance. The string of tickets issued to each registrant at the time he paid his registration fee included a numbered ticket for each session, and in order to win a prize, it was necessary for the dealer to attend the session during the drawing of the lucky numbers for first, second and third prize. It was not found necessary to issue attendance prizes for the golf tournament, the stag party at the Palace Gardens, the Presidents Ball or the banquet.

SOUVENIRS passed out included Bert A. Boyd Grain Co. featured a special form of safety match; Jostes-Lusk Grain Co. and M. L. Vehon & Co. distributed pencils; Hiawatha Grain Co. gave away waterproof cards with tabulations showing the relative values of grains, and had a pretty girl attired in Indian costume put a paper flower in the coat lapel of every male attendant who came within reaching distance; Gruendler Crusher & Pulverizer Co. passed out pencil clips; Sheffield Elevator Co. gave away key tags. "Kwitcherbelliakin!" cards were distributed by Henry Lichtig; The Dannen Hay & Grain Co. passed around freight tables; the mill-feed futures market rules of the St. Louis Merchants Exchange were placed in everyone's possession; Transit Grain & Commission Co. distributed

an attractive leaflet entitled "Looking to the Ever-Widening Horizons of Modern Business"; leather pocket letter-holders were given away by P. B. & C. C. Miles.

BERT A. BOYD, Indianapolis, had hoped to be at Peoria, but was sentenced to go back to Florida for a while longer by his medical advisors.

PRESIDENT'S LUNCHEON: A revival of an old custom was effected in the President's Luncheon, held in the Black Partridge room of the Pere Marquette Hotel at noon on the first day. It was attended by Ex-presidents Henry L. Goemann, E. C. Eikenberry, P. E. Goodrich, Fred E. Watkins, Fred G. Horner, and C. D. Sturtevant, and the acting officers, Alex S. McDonald, Geo. Booth, Sam P. Mason, and Sec'y Quinn. The luncheon was one of those with several courses, which allows plenty of time for social intercourse, most of which discussed the progress of the ass'n. The custom is expected to be continued as a regular feature the first day of the convention each year hereafter.

Registration.

ALABAMA: R. C. Hemphill, Jr., Birmingham.

CALIFORNIA: John C. Hodge, Los Angeles.

COLORADO: J. F. Baker, Lamar Alfalfa Mfg. Co., Lamar.

CHICAGO: R. E. Andrews, J. A. Jamieson, and G. N. McReynolds and wife of P. H. Schifflin & Co.; Fred Bascom, John J. Coffman and F. W. Smith (Lincoln), Bartlett Frazier Co.; W. F. Becker; George E. Booth, Arthur G. Torkelson and wife (Fort Dodge, Ia.), Bill Tucker and wife, W. F. "Bill" Andrews, Ralph Williams of Lamson Bros. & Co.; John E. Brennan and Steve Kennedy of John E. Brennan & Co.; Geo. S. Chesbro of P. J. Parks, Inc.; W. M. Christie, C. C. Connor (Champaign), and Harry R. Sawyer and wife of J. H. Dole & Co.; Frank G. Coe and wife; Dan Davis; W. H. DeBolt and Henry A. Rumsey of Rumsey & Co.; C. L. Douglass (Cedar Rapids), Joe A. Nosek and J. H. Summers of E. W. Bailey & Co.; Julius N. Frankel and E. F. Rosenbaum, of Rosenbaum Grain Corp.; J. J. Goggin and R. E. Kries, of J. C. Shaffer Grain Co.; Gordon Hannah, of Doern-Scarritt-Hannah Co.; A. N. Harwood, of Carhart, Code, Harwood Co.; Fred G. Horner and wife; Victor Jay; D. W. Jones; F. A. Jost and wife, of Albert Schwill & Co.; Alex W. Kay; Howard Lipsey, of Norris Grain Co.; J. W. Leathers, Jr.; W. D. McFadden; H. A. Mulholland; Kenneth B. Pierce, Frank F. Thompson, Homer M. Barlow, and T. E. Decker, of James E. Bennett & Co.; Elmer E. Rice; F. M. Rosekrans; C. H. Stout; W. W. Sylvester; B. F. Traxler; Wurt Walker and wife, and Frederick A. Wand, Soy Bean Purchasing Dept., Archer-Daniels-Midland Co.

DECATUR: R. O. Augur and wife, A. E. Staley Mfg. Co.; H. I. Baldwin, E. B. Evans, J. C. Hight and H. J. Kadd.

BLOOMINGTON: R. C. Baldwin, R. Hasenwinkle, H. W. Leman, and Jack F. Plotnicky.

ILLINOIS: O. J. Bader, Princeton; W. J. Bader and wife, Vermont; E. M. Bane and wife, Arrowsmith; Mayor Hank Bartells and wife, Richards (Streator p. o.); Oscar Berge, Amboy; Ben B. Bishopp and wife, and W. L. Smith, Sheldon; W. H. Boies and wife and Henry Blessman, Gridley; A. W. Brown, Roseville; C. A. Burks and wife, Rankin; Emery R. Chase, St. Joseph; Clarence Coombe and wife, T. E. Hamman and wife, and J. E. Harrison, Arcola; P. R. Couch, West Salem; Earl Davis and wife, Cissna Park; C. B. Dewey and wife, Henry; F. C. Dewey and wife, Annawan; H. M. Dewey and wife, and Chas. P. Kennell, Camp Grove; R. W. Erdman, Williamsville; P. M. Faucett, Champaign; W. F. Finson and Roy H. Jones, Monticello; N. N. Folbigg and wife; C. E. Graves, Weston; W. M. Hartz, Castleton; F. J. Holub, Hammond; G. H. Hubbard, Mt. Pulaski; Jno. F. Hubbard, Lincoln; H. E. Hutton, Magnolia; H. W. Johnston and wife, Danvers; J. C. Jones, Ridgefarm; T. B. Karnes and wife, Fairbury; F. W. Kee, Iroquois; Emil Keller, Melvin; Gus Kilver, Pisgah, Jacksonville, p. o.; A. C. Koch and wife, Breese; F. H. Koehn, Fairland; O. M. Kornmeyer, Penfield; M. A. Ladd, Lockport; G. D. Marshall, Stronghurst; H. B. Mayhew, Bradford; C. E. McAtee, Rantoul; O. C. Meyer and wife, Crescent City; M. J. Moore, Bluffs; W. G. Nelson, Macomb; H. H. Potter, Galesburg; H. B. Price, Delavan; Leslie Reel, Congerville; C. T. Rees and wife, Broadmoor; A. L. Sanders, Clinton; J. A. Simpson, Jr., and wife, Minonk; G. H. Spainhower, Blandinsville; C. G. Sparks and wife, Mackinaw; H. A. Stone, Mineral; Howard A. Stotler and wife, Streator; F. W. Stout, Askum; C. O. Thorell, Colusa; Geo. H. Waller and wife, Maroa; L. M. Walker and wife, Gilman; L. B. Walton, Mayview; Elvis Weathers, Newman; W. W. Webb, LeRoy; B.

Part of St. Louis Delegation.



Left to Right—A. H. Beardsley, J. M. Adam, Claude A. Wilson, Arden L. Gray, Otto Gates, Ray Gutting, Chet Knierim, Arthur Kilz, D. P. Moore.

S. Williams, Sheffield; P. L. and W. C. Williams, Colmar; and J. D. Worsham, Sheldon.

INDIANAPOLIS: E. E. Allison and wife, Steinhart Grain Co.; Harold J. Geiger, Bert A. Boyd Grain Co.; Lew Hill, Lew Hill Grain Co.; Wm. H. Howard, Sec'y Indianapolis Board of Trade; O. P. Larimore, C. R. Phillips (Champaign, Ill.), and Ed. K. Shepperd, Cleveland Grain Co.; C. H. McEwan, Frank A. Witt Grain Co.; Carl D. Menzie, Indiana Brokerage Co.; Clark A. Russell, Federal Supervisor; Chas. S. Weirick, and E. F. Winslow, Winslow-Evans Co.

INDIANA: E. B. Adams, Hagerstown; W. D. Adams, Elizabethtown; Chas. S. Anderson, Stockwell; W. W. Baganz, Terre Haute; O. L. Barr, Bicknell; W. C. Chapin, Hammond; L. S. Conarroe and wife, Frankfort; Chris Egly, Fort Wayne; Edw. E. Elliott, Muncie; Otis Freese, Columbus; P. E. Goodrich, Winchester; Harold L. Gray and wife, Crabbs, Reynolds, Taylor Co.; A. E. Hartley and wife, LaFayette; E. Hutchinson, Arlington; J. S. Lakey and wife, New Lisbon; Morris J. McDonald and wife, New Albany; Leland Moore and wife, Perryville; Walter Moore and wife, Covington; W. R. Owens, Montmorency; Jas. O. Pape, Fowler; Fred Paul and wife, Spiceland; O. E. Powell and wife, Robb; H. W. Reimann, Shelbyville; A. D. Shirley and wife, Walton; E. K. Sowash and wife, Crown Point; and Oris Wright, Vincennes.

IOWA.

CEDAR RAPIDS: C. A. Davis; G. E. Hillier and Walter L. Musker, Grain Purchasing Department, Penick & Ford; Leland C. Miller; Ray Murrell, and Jack M. Piper.

DAVENPORT: Bert Dow, Hugh and H. C. Hale, W. H. Holliday and wife, and W. E. Larigo and wife.

DES MOINES: J. Doliver Kent, Des Moines Elevator & Grain Co.; and Jimmy H. Owens, Lockwood Grain Co.

SIOUX CITY: Mike King, Western Terminal Elevator Co., and Sam Mason, Terminal Grain Corp.

IOWA: W. C. Boyle, Morning Sun; Edna M. Frye, Ames; E. M. Galbraith, Newell; W. A. Galbraith, Sac City; A. J. Harbor, Henderson; A. D. Hayes, New London; W. P. Hemphill, Algona; Jas. McKee, Conesville; F. D. Milligan, Jefferson; Geo. Moulton, Fondra; Fred Ruhs, Irwin; and D. R. Schaal, Woodward; O. A. Talbot, Keokuk, and H. W. Talbot, Osceola.

KANSAS: Ted Branson, Ted Branson Co.; J. Roy Miller; A. D. Richter; Harry L. Robinson; and Bill Talbot, of Salina; C. E. Jones, C. E. Jones Grain & Elevator Co., of Wichita; W. C. Fuller, of Hutchinson; C. C. Isley, of Dodge City; Otto Behymer, of Emporia; J. B. Geis, of Arkansas City.

KENTUCKY: R. L. Callahan, Board of Trade; Milton Crowe; F. C. Dickson; John S. Green and W. M. Wallace, of Louisville; C. M. Bullitt of Henderson and Joe Browder of Fulton.

LOUISIANA: R. C. Jordan, Executive Superintendent, Grain Elevators, Board of Commissioners, Port of New Orleans; Robt. C. Crawford, and Mr. and Mrs. W. Horace Williams; R. G. Lamkin of New Orleans.

MAINE: J. F. Ingraham of Augusta.

MARYLAND: J. A. Peterson of Baltimore.

MASSACHUSETTS: Horace Cook; Carl J. B. Currie; John J. King, John H. Lee, and Alex S. MacDonald of Boston.

MICHIGAN: L. E. Marshall; L. E. Osmer and Lee M. Swift of Lansing; D. R. Agin of Battle Creek.

MINNESOTA:

MINNEAPOLIS: O. F. Bass; R. G. Cargill, Jr.; B. J. Coffey; A. K. Emrick and S. J. McCaull, McCaull-Dinsmore Co.; Jas. A. Gould; E. J. Grimes; H. J. Hall and wife; Arthur G. and Jim P. Hessburg, Hiawatha Grain Co.; D. G. Lowell; O. A. McCrea; John G. McHugh, Sec'y Chamber of Commerce; J. A. Mull; R. Opsal, The Haertel Co.; Harry Shere, Van Dusen Harrington Co.; B. L. and R. T. Smith; S. S. Stanchfield; D. E. and W. L. Walter; E. M. White of Duluth; and E. H. Rudloff of Steen.

MISSOURI.

ST. LOUIS: Gus Ackerman and wife; Jas. M. Adam; F. H. Barkley, Stokes-Barkley Grain Co.; A. H. Beardsley and wife, Picker & Beardsley Commission Co.; W. T. Brookings, W. E. Hotchkiss and wife, and H. H. Savage, Marshall Hall Grain Corp.; Frank Bubb and P. C. Knowlton, Knowlton Grain Co.; J. H. Caldwell and wife; Sam S. Carlisle and wife, and D. P. Moore and wife, Continental Export Co.; J. M. Chilton; W. D. Cunningham; E. C. Dreyer; W. J. Edwards, W. J. Edwards Grain Co.; Otto "Speedy" Gates, Jostes-Lusk Grain Co.; Ray Gutting and wife, Merchants Exchange Radio Announcer; Arden L. Gray and Geo. L. Kelley, J. H. Teasdale Commission Co.; O. H. and Mr. and Mrs. Arthur Kilz, Schultz & Niemeier Commission Co.; Chet Knierim and N. P. Nelson, Langenberg Bros. Grain Co.; George C. Martin, G. C. Martin & Co.; T. B. Morton, Morton & Co.; R. E. Nye;

C. B. Rader and wife, Sec'y Merchants Exchange; E. C. Roberts, Exchange Elevator Co.; O. H. Schwarz, Schwarz Grain Co.; Emery E. Stalker, Seele Bros. Grain Co.; and Chas. A. Wilson and wife, Orthwein Grain Co.

KANSAS CITY: John C. Brackett; E. M. Hibbs and Soma Peto, B. C. Christopher & Co.; Gunard A. Johnson, Wolcott & Lincoln, Inc.; R. A. Kelley, Norris Grain Co.; Henry Lichtig; R. O. McKenna; S. C. Masters and wife; Barney J. O'Dowd and Frank A. Theis, Simonds-Shields-Lonsdale Grain Co.; Jerry P. Parks and wife, J. P. Parks; H. J. Sousland, Moore-Seaver Grain Co.; John Stark; Marshall Wood, and C. M. Woodward.

ST. JOSEPH: R. G. Graham, Dannen Hay & Grain Co., and A. R. Taylor, Stratton Grain Co.

SIKESTON, MO.: D. B. Kevil.

NEBRASKA: W. T. Burns, Burns Grain Co.; O. H. Gibbs, Lucke-Gibbs Grain Co.; O. E. Harris, E. Lieber, J. G. Oertel (Burlington, Ia.), and C. D. Sturtevant, Trans-Mississippi Grain Co.; John S. Hedlund and wife, United Grain Co.; J. A. Linderholm and wife, Crowell Elevator Co.; Frank P. Manchester, Sec'y Grain Exchange; R. E. Miller, Updike Grain Co.; Earl Triplett, Flanley Grain Co.; and Harold B. Waller, Scoular-Bishop Grain Co., Omaha; and T. B. King of Central City.

NEW JERSEY: L. L. Pincus of New Brunswick.

BUFFALO: M. C. Burns; Max F. Cohn, Sunset Feed & Grain Co.; H. G. Cowan; H. H. Richardson; F. J. Schonhart; Mark Steele, and H. C. Shaw.

NEW YORK CITY: Joe Abel, Abel-Whitman Co., Inc.; J. H. Bowne; Cameron Leverich and wife, and F. G. Sherry; F. M. McIntyre of Potsdam, and M. O. Wilson of Waverly.

TOLEDO: W. W. Cummings and wife; H. R. DeVore and wife of H. W. DeVore & Co.; Joe P. Lackey; Phil Sayles, and Little Joey Streicher and wife.

CINCINNATI: Ralph H. Brown, Henry W. Brown & Co.; A. E. Lippelman; Fred W. Scholl, Scholl Grain Co.; and D. J. Schuh, Executive Sec'y, Grain & Hay Exchange.

CLEVELAND: A. E. Williams, and Fred E. Watkins, Cleveland Grain Co.

OTHER BUCKEYES: H. C. Dachsteiner, Bryan; L. J. Ducat and wife, Cavett; E. C. Eikenberry, Hamilton; A. H. Fuller and wife, Spencer; H. F. Funk and wife, Spencer; B. R. Hoaglin and wife, Scott; J. H. and L. L. Motz, Brice; W. H. Pickard and wife, Bowling Green; Sam L. Rice, Metamora; H. K. Scott, Marysville; Edgar W. Thierwechter, Oak Harbor; and E. O. Teegardin, Duvall.

OKLAHOMA: W. E. Shepherd of Hobart.

PENNSYLVANIA: C. S. Kenney and wife; James L. King, Seth McClintick, and D. P. Sullivan of Philadelphia; W. A. Low of Pittsburgh, and J. E. Major and J. A. Trinley of Linfield.

SOUTH DAKOTA: Elmer H. Sexauer, Brookings.

TENNESSEE: F. E. Gillette; B. O. Grear, Nashville Grain Exchange; R. W. Hale; and W. R. Tate and wife of Nashville; C. P. Reid; Chas. G. Robinson; and J. M. Trenholm, Standard Commission Co., of Memphis; and Chas. F. Hood of Chattanooga.

TEXAS: H. Ashburn, Houston Chamber of Commerce; George S. Colby, Superintendent of Houston Public Elevator, Port Commission; and Charles P. Shearn, Jr., of Houston.

Thomas F. Shaw and wife of Galveston.

W. W. Manning, Terminal Grain Co., of Fort Worth; J. M. Crouch of McGregor, and L. C. McMurry of Pampa.

WASHINGTON: H. L. McIntyre sec'y Washington Co-operative Egg & Poultry Ass'n, Seattle.

WISCONSIN: L. J. Beck, W. J. Moorhead & Co.; W. H. Hottensen, Fred Maywold (Ames, Ia.), and W. C. Young, W. M. Bell Co.; A. L. Johnstone, Johnstone-Templeton Co.; J. W. Jouno, Donahue Stratton Co.; J. M. Riebs, Jr., The Riebs Co.; and A. C. Smith, Archer-Daniels-Midland Co., of Milwaukee; and J. L. Kleckner of Neillsville.

INSURANCE: V. E. Butler, Grain Dealers National Fire Insurance Co., Indianapolis, Ind.; V. R. Johnson and V. L. Parmentier, Miller's National Fire Insurance Co., Chicago.

MACHINERY AND SUPPLIES: Bennett Chapple, Jr., American Rolling Mill Co., Middletown, O.; Wm. P. Gruendler and D. E. Hughes, Gruendler Crusher & Pulverizer Co., St. Louis; J. A. Johnson, A. E. Jacobson Machine Works, Minneapolis; F. M. Walter, L. Freeman and L. P. Little, Owensboro, Ky.; A. D. McPherson, Huntley Mfg. Co.; Carl D. Marsh, Toledo, O.; and C. N. Ward, Union Iron Works, Decatur, Ill.

STATE ASS'N SEC'YS: D. J. Boyer, St. Louis, Mo.; Sec'y Missouri Grain Dealers Ass'n; W. E. Culbertson, Delavan, Ill., Sec'y Illinois Grain Dealers Ass'n; W. W. Cummings and wife, Toledo, O., Sec'y Ohio Grain, Mill &

Feed Dealers Ass'n; Ed. J. Smiley and wife, Topeka, Kan., Sec'y Kansas Grain Dealers Ass'n; Fred K. Sale, Indianapolis, Ind., Sec'y Indiana Grain Dealers Ass'n, Sec'y Indiana Millers Ass'n, Sec'y National Hay Ass'n; and David Knox Steenberg, Sec'y Central Retail Feed Dealers Ass'n, Milwaukee, Wisc.

Tuesday Evening Banquet.

Over 900 places were set for the annual banquet, the main dining room and the large ball room of the Pere Marquette both being used for the gala occasion.

Ray Dixon and his Palace Garden Orchestra added their syncopating strains to the joyous setting.

The meal? Ah, what a feast! The calorie-counters and the vitamin-collectors yielded cheerfully to this supreme test and decided to diet some other day.

During the many courses of the banquet a battery of entertainment features were pleasantly presented. The "College Four," a quartet; Simon & Clifford, well-known radio singers; Miss Alma Clausen, premier singer; Julia Lyons, soubrette, and Mr. Joe Bren added their entertaining talents to the festive evening.

Every young grain man saw the advantage of growing old, for then one might acquire a bald head, and nice bald heads always tempt kissing soubrettes. Henry A. Rumsey, Frank G. Coe, George W. Cole and other owners of shining domes decided never, never to get toupees. George E. Booth was seen trying to paste a bald spot on his dark locks. Any preparation labeled "No-Hair" would find amazing sale among the Peoria banqueters.

The entertainment com'ite, with busy B. E. Wrigley as General Chairman, conferring with his co-chairmen, Floyd L. Barleen, Guy F. Luke and Gus Petersen, chose premier entertainers, who sang joyously while the delicious dinner was served. Wm. Stolzman, L. H. Murray, L. L. Gruss, J. Leo White, W. D. McFadden and John Benson being on the entertainment com'ite, too, insisted that Peoria be known as the City of Good Fellows, and they established their reputation as fine hosts.

The pres. of Peoria Board of Trade, Edward W. Sands, was chairman and must have had a sharp sense of satisfaction in the success of the evening.

The toastmaster, Colonel Grant M. Miles, was the Sir Harry Lauder of the party and the Scotch atmosphere was as thick as Scotch porridge, so that Pres. MacDonald fairly felt the heather tickling his nose and the merry audience felt it tickle their risibilities. A. S. MacDonald was a good sport and amplified the Scotch humor.

Col. Miles introduced J. Heber Hudson, director of the organization dep't of the Illinois Chamber of Commerce, as Super-Six Hudson, and his subject, "Smiling Thru," made the 600 banqueters smile thru the evening.

A governmental loan of a million francs made available at 3% to farmers who hold back wheat has failed to stem the rush of France's big wheat crop to market. Lack of farm storage facilities has caused the rush. The government plans the formation of a National Corn Office to study the production of grain in France and other countries with a view to preventing repetition of the present price depression. English trade circles are reported fearful of a rush of French wheat to the islands that will endanger the price of the British grown product.

New codes and changes in existing ones are predicted as a result of the new rules, made at the International Telegraph Conference, which became effective Oct. 1. The chief changes are the abolition of the old rule that code words shall be pronounceable in one of 14 languages, and the new regulation granting reduced rates to messages in codes made up of 5 letter words. The shorter words give less chance for error than the 10-letter symbols, the conference declared.

The President's Ball.

The big annual President's Ball began at 8:30 p. m. in the ball room of the Pere Marquette Hotel the evening of the first day. The hall was crowded with a galaxy of colors, beautiful wives and sweethearts in evening gowns that challenged the blue of the skies, blazing sun-sets and the brave efforts of the wood-lots making their last brilliant show of glory before the close of a fleeting Indian summer. Men in dark suits, tuxedos and full dress made up a fitting complement.

The hall was well filled before the orchestra was fully assembled. With the opening strains of music a grand march was begun about the room, gathering more and more couples in its wake until hundreds of happy frolickers had joined it and the dancing could be begun.

The music was superb, which showed good judgment on the part of the entertainment com'ite. But the com'ite's thoughtfulness was displayed in the presence of a group of lovely young ladies wearing ribbons declaring that they were hostesses and wanted some lonesome man to ask them to dance. There was quite a rush for these, for while the com'ite had done its best, quality somewhat exceeded quantity and the supply was insufficient to meet the demand. Tag dances resulted. Thereafter few if any of the popular young ladies were permitted to complete a number with the same partner.

About the middle of the evening the entertainment com'ite distributed paper hats among all the guests, tall, varied-colored hats of blue or orange or red for the ladies, Napoleon hats and paper replicas of the popular silk topper for the men.

At 11:30 a thousand brilliant-hued balloons were released in the center of the room, floating downward over the heads of the assembled guests. There was a mad scramble toward the point where they were falling thickest, resulting in the explosions coming so rapidly one upon the other that a listener might have thought he had stumbled upon a nest of ma-

chine guns. Many of the dancers lost their paper hats in the rush, but there were more paper hats.

A plea on the part of the dancers and supplicants of several influential grain dealers prevailed upon the musicians and they responded with an extra 30 minutes of music. They didn't seem to mind very much, in fact, they seemed to be having a good time too.

Most everyone stayed thru the closing waltz and everyone pronounced the ball a huge success, expressing appreciation to the com'ite for its thoughtful arrangement of an evening so full of entertainment.

The Ladies.

We can remember "way back when" C. C. Miles was called Convention, Convention Miles. Now we know that each one of the Miles family should have the initials G. H., which interpreted as masculine insignia means Genial Host and as a feminine degree means Gracious Hostess.

The ladies named Miles won their G. H. degrees on Monday, Oct. 14th, as did Mesdames Floyd L. Barlow, J. C. Luke, Bernard E. Wrigley, Geo. Breier, Leo White, Stephen M. Gamble, R. L. Coomber, L. H. Murray, Edward Sands, Joseph Sheridan, Geo. W. Cole, T. C. Hacker, Wm. Stoltzman, of Peoria, all of whom made the scenic drive around Peoria, the luncheon and bridge party at Peoria Country Club such a happy success.

Of the ninety-four ladies who enjoyed the delightful luncheon at Peoria's magnificently situated country club, only the following forty-eight played cards: Mesdames T. B. Armstrong, F. L. Barlow, J. H. Caldwell, Charles S. Clark, G. W. Cole, Miss Hazel Colehower, W. W. Cummings, H. R. De Vore, C. L. Douglass, L. J. Ducat, J. H. Fuller, S. M. Gamble, Ray Gutting, H. C. Hale, H. J. Hall, J. A. Harrison, Jno. S. Hedlund, J. C. Hight, B. R. Hoaglin, Fred G. Horner, W. E. Hotchkiss, B. Johnson, Clay Johnson, F. A. Jost, T. D. Karnes, Wallace Lerigo, S. C. Masters, M. J. McDonald, L. L. Moore, W. S. Moore, Henry

Miller, R. Mueller, L. H. Murphy, G. Newman, F. J. O'Loughlin, J. P. Parks, G. A. Peterson, Leota Rader, C. T. Rees, Carrie L. Sawyer, Joseph Streicker, A. G. Torkelson, J. L. White, W. Horace Williams, B. J. Yeck, and the gracious ladies of the clan of Miles.

Mrs. W. Horace Williams, New Orleans, La., of the Gulf Crushing Co., won first prize, an exquisite beaded bag in black and white, and a similar bag was won by Mrs. Joseph Streicker of Toledo, O. A party compact was won by Mrs. S. C. Masters of Kansas City, Mo.

A charming young lady was seen walking away with a five pound box of candy, which was the sweet reward for good luck at cutting among the many who preferred to stroll about the grounds and revel in the view of flaming sumac, bronzed oaks and golden maples. Few clubs have so thrilling a view as the Peoria Country Club, overlooking the broad Illinois river and the colorful, undulating valley. Many of the golfers who could not keep their eyes on their balls used the above as their alibi.

A dance Monday evening and a party at the moving-pictures Tuesday afternoon gave the ladies an opportunity to get acquainted and to attest to the superiority of grain dealers as fine fellows.

Peoria's Stag Party

The Men's Luncheon and Stag was held at noon on Tuesday at the Palace Gardens, several miles north of Peoria. Transportation was by automobiles supplied thru courtesy of the Peoria dealers.

Following luncheon composed of a variety of beverages and suitable cold foods, an entertainment was begun. The entertainment com'ite proved its unerring ability to select pleasing entertainment with the variety and choice of its numbers. Each act was announced by a master of ceremonies, who could himself keep the audience laughing with his witty remarks, including those about why Australians use American automobiles.

A quartet of male singers strummed accompaniment on guitars, banjos, mandolins, etc., while they burst out in yodels and harmony.

A duet from the local radio station sang about the importance of smiling in spite of broken hearts and kindred troubles.

Two soloists embarrassed attendant members of the grain trade who had won the race to the front seats, with crooning voices, reference to moonlight, and flirtatious advances.

A trio of acrobats held the audience in suspense while they went thru their act.

A team of dancing sisters wound up with a prize fight when they couldn't wait until they got home to settle their differences. This made it necessary to find gloves and to appoint Fred Watkins as referee, and Bill Cummings and Ed. Shepherd as seconds to handle the towels and things.

After the fight it looked like the referee had come out a poor second because the dancing sisters insisted on including him in the battle, also anyone else who stood or came within reach of their arms.

The Salina Players scored another big success with their satire on the state and federal inspection departments. Ted Branson acted the part of the Chief High Potentpoop, Harry Robinson playing the Board of Review, Denny Richter was the Aggravating Federal Appeal, Roy Miller was the Irritating Inspection for the State, Bill Talbot was the hard-working, probing Sampler. They picked Mr. Bryant to be Simple Simon, the Sample.

A grand final closed the entertainment and everyone returned to the city in time to prepare for the banquet.

Wheat consumption of 695 identical flour milling concerns was 49,447,182 bus. for August, 1929, compared with 46,871,621 bus. for August, 1928. The mills operated 64% of capacity in August, compared with 59.9% for the same month last year.

The Salina Board of Trade Players



Above, Left to Right—Bill Talbot, Denny Richter, Harry Robinson, Ted Branson and Roy Miller. Below, Left to Right—Ted Branson, Denny Richter, C. E. Bryant, Bill Talbot, Roy Miller and Harry Robinson in Costume.

Modernizing the Weighmaster's Job

Address by C. A. Briggs, Weight Supervisor, U. S. Dept. of Agriculture, Washington, D. C., before Terminal Grain Weighmasters at Peoria, Ill.

Instruments Replace Individual Judgment.—Old-time methods are changed by substituting for the judgment of skilled artisans the indications of instruments. The tempering of steel no longer depends upon the methods of the old-time blacksmith whose experience and eye determined the temperatures at which steel was hardened and tempered, but special forms of high temperature thermometers known as pyrometers are used. Many of these not only indicate the temperatures but make a record of them. As a consequence, the erratic results which were experienced in industry respecting the qualities of steels have been largely eliminated. The failure of a machine part may be traced back to a pyrometer chart automatically made a year before, which shows by an ink-traced line an irregularity in the treatment of the steel.

Just a few years ago we were informed that whatever advances were made in other lines machines would never replace the work of the human glass blower. Recently the speaker stood before a great revolving tower that with relentless persistence helped itself from a great tank of molten glass and blew the bulbs for our modern electric lights. These were produced in such quantity that this one machine furnished a very large per cent of the bulbs being used in the United States at that date.

In passing along the street one can sometimes observe telephone cable workers melting and heating paraffin. This is poured over the joints to drive out moisture which if not removed is detrimental and may cause the break-down of an expensive cable. This process is called "boiling out." If the paraffin is not hot enough it does not drive off the moisture; if it is too hot it will damage the cable material by charring it, or cause damage to life and property by fire starting from a flash of the vapors given off, or by explosions from water accidentally getting into the hot wax. The old method in long use for determining the proper temperature of the hot paraffin was to spit in it. Nowadays you will see that a thermometer is used, and the paraffin is, applied only when it is between two definitely established temperatures.

These illustrations of thousands available show some of the details of the present age where mechanical devices and definite information are being introduced in place of old time rule-of-thumb methods.

What among the characteristics of progress mentioned in the foregoing apply to the work of the weighmaster? No doubt you weighmasters can pick out several lines where your work can be further modernized. However, I may promote discussion by mentioning points which occur to me as a result of viewing the situation from where I stand.

The weighmaster is concerned with the accuracy and reliability of the weighing devices, and the manner of their use to insure a maximum of practicable precision and reliability in the weights obtained. His duties in some cases also include the responsibility for the custodianship of the commodity warehoused under his certificates.

The size of scales and weighing devices, and the rapid handling of materials being weighed, as in delivering grain to the elevators, in storing it, and in loading it out of elevators, lie somewhat in the field of the engineer. However, the weighmaster must be alert and in contact with such developments to insure that nothing is done which will impair the accuracy of the weights.

Present Results Lack Uniformity.—There appears to be an opportunity to make further advances in the technical phases of the work of the weighmaster. More uniformity is needed. This can be realized by introducing further standardization in equipment and methods. Important progress has already been made. We know that no scale or weight can be made absolutely accurate, but the errors can be reduced to negligible amounts. The maximum allowable small errors which are permitted by law or other regulations are called tolerances. When a scale or weight has been adjusted to have errors within the tolerances, it is, for practical purposes, an accurate scale.

Tolerances have been adopted for weights and for scales. However, progress in this direction is incomplete since there are no corresponding standards in the equipment and methods used in testing the weights or the scales.

Two weighmasters professing to observe the same tolerances in their weights and scale-testing work sometimes appear to produce very different conditions. One weighmaster may observe precautions which do not seem to be taken by another. One weighmaster may regard as impractical and unnecessary, detail which another will consider important. One man when questioned about his weights will explain that he believes the weights are accurate to within

a certain value, and may give the impression that his weights are not reliable because he concedes that they are not absolutely correct. Another man will state briefly, with convincing assurance, that his weights are accurate. A test of the weights may disclose that actual conditions are opposite, and the weights of the first man are very reliable indeed, while those of the second man are inaccurate. One man was scrutinizing his work very closely; the other was making an unjustified general statement, either because he did not know exactly what results he was getting or because he did not think he would be checked up.

One man declares that tolerances are all right for those who need them but insists that nothing short of absolute accuracy will satisfy his needs. He may make the plain inference that others need tolerances because they are not so capable as himself. A test of some of the scales may show that few, if any, of his scales are within the tolerances which he disowned and that other persons not claiming so much are found able to meet the tolerances.

Can any present-day business be regarded as quite up to date where rather wide differences in ideas and viewpoints exist and where the personal equation may play a very large role in the technical work?

Weights Can Be Tested Rapidly and Accurately.—Let us consider the subject of weights. Each weight used by the weighmaster's department should be properly standardized by comparison with a standard of higher order. The standard in turn should be standardized by another weight of yet higher grade; and so on until the history of the standard leads back to the master weights at the Bureau of Standards. Each weight should have an identity, and, as it were, a pedigree, and a record or history of it should exist.

In my personal experience I have found no difficulty in arranging for the testing of weights so that a large number of them can be tested with speed and precision in such a manner as not only to show that each weight was tested, but to indicate the precision and constancy of the weighing device. Six years ago with a simple arrangement a large number of 50-lb. weights were tested and passed, on a tolerance of 10 grains. Today it is possible to go back, if desired, and determine from the record what the exact error was for each weight, and to determine the uncertainties of the weighing apparatus. This work was carried out so rapidly, including the recording, that with one man reading the beam and recording, two men were kept so busy delivering the weights to the scale that they required rest periods.

To modernize the weight-standardization work, a systematic, simple yet scientific method should be adopted for the testing so that any one referring to the records would obtain a clear idea of how and when every weight was tested, and from the record also determine how reliable the testing apparatus was.

Smaller Tolerances Not Needed.—I have yet to see any reason for adopting smaller tolerances either for weights or for scales, as a high degree of accuracy is represented by the relatively small tolerances adopted for use in the grain industry, but there does appear to be a need for developing a system for living up to the tolerances. Tests of scales and weights sometimes show inaccuracies greater than the tolerances which are supposed to be in effect. Part of this difficulty arises from the fact that those in the work participate in meetings and vote for regulations they may have no clear intention and no authority to enforce, or which are impracticable without a modernization of the work.

There is a need for developing standard methods for the testing of scales. Tolerances are already provided, but something more is needed. This can not be disposed of arbitrarily. The requirements for thoroughgoing methods must be worked out from basic ideas.

There is a need to establish tolerances for the so-called sealing beams or scales used in testing the weights; however, no great difficulty should be experienced once there is a clear-cut understanding of the problem.

With the development of standard methods and record forms it should be possible to bring conditions to a point of uniform and standard excellence such that questions of the inaccuracies of the scales involved would generally be a negligible element for consideration in dealing with weight discrepancies. It will then be possible to concentrate attention on the other factors which contribute to the differences which vex you in your every-day work. A proper accounting system permits an accountant to determine the financial status of any business, and it would appear as a modern counterpart that a thorough knowledge of the scales and weighing condition should be gained from an examination of the records.

Personal capacity and managerial ability are large factors in the success of business, and this is reflected in the balance sheet of the auditor. In the same way cannot the duties of a weighmaster be modernized so that his efficiency will be indicated in the records of his business?

Automatic Bookkeeping in the Future.—In a discussion of this kind I may be permitted to exercise my imagination and forecast what will take place in the future.

The time will come when a weighmaster's office will comprise a bookkeeping machine with dials, indicators and recorders worked automatically from distant points. These will show the amount of grain in each bin in each elevator all the time. Pressing a button will produce on a sheet of paper a complete summary of the grain in any elevator at that particular moment.

Things will be arranged so that when a car of grain is received at an elevator or consuming plant as at a mill or bakery it will be unloaded by automatic machinery, handled thru spouts and over belts, all directed from a central point. It will not only be weighed and the weight recorded entirely by automatic means but it will be graded, the moisture content and all other factors of interest will be determined by automatic devices that can take everything into consideration from weight to color and smell.

Weights Tested and Adjusted by Machinery.—Let us imagine that we visit a weighmaster of the future and are interested in the technical phases of the work. We are taken to a neat, moderate-sized room containing unfamiliar apparatus. In common with all the buildings of the time, the temperature and humidity are maintained at a definite level, independent of whether it is winter or summer. The air conditions can be changed at will by turning the setting of a dial.

As we enter the work for the morning is just starting and consists of standardizing 500 50-pound weights. The man in charge moves a switch and from a storage space a procession of 50-pound weights moves noiselessly forward on a conveyor. As they pass into the room small and inconspicuous raised spots on the sides of the weights slide along a simple arrangement mounted on the wall. This causes a machine in another part of the room to select from the file the card containing the record of the weight and arrange it for the entry of the test to be made.

The line of weights continues on into the weighing scale. Here they are automatically loaded onto and off the balance and the results are mechanically entered on the cards, giving the correction to the nearest grain. When a weight is in error more than a certain amount or tolerance, it is automatically diverted to a special group. The weights passing the test receive the impress on a lead seal which reforms any old seal and gives the date of the test and all information found desirable.

The weights which do not pass are allowed to accumulate until a sufficient number are present. They are then standardized by the same testing machine. A different switch is thrown and the weights are again sent thru the device. This time the seals are removed, the weights opened, adjusting material is added, the weight closed, and the completed and standardized weight issues from the mechanical arrangement without any manual work being required.

Meanwhile we are shown apparatus which by electrical and mechanical means keeps a record of everything which goes on. When the standardization is complete, the pressing of a button will cause each card to be returned in order to its storage space.

Meanwhile a summary of the results of the test is automatically recorded on another card. Moreover, at any future date by placing the summary card in a machine small perforations which have been put in the card will cause the individual card records to be selected from the main file.

The man in charge of the laboratory, or whatever they will call the plant at that time, will explain that the 500 50-pound weights can easily be standardized in three hours, and that when necessary he can handle ten 10,000-pound weights at the same time in the adjoining room.

On examining the automatic equipment for testing the weights and making a record of what occurs, we will find the machinery easy to understand, and complicated only to the extent that, like an adding machine, there are repetitions of simple mechanical elements suitably combined.

Uniformity and Standard Methods Needed.—Returning now to the more immediate present, further modernization of the work of the weighmaster calls for the same efforts required in other lines of endeavor. Standardize, organize, be not only willing to entertain some new ideas but think up a few on your own account; and co-operate with those in any field of progressive endeavor who may come in contact with you and your work. This should bring the reliability of weighing to such a point that attention can be effectively directed to those other things which cause variations in weight of grain in transit.

Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

CALIFORNIA

Corcoran, Cal.—On Oct. 7 the feed warehouse of G. H. Cutter, doing business as the Cutter Grain & Milling Co., was damaged by fire.

San Francisco, Cal.—The new sec'y of the northern division of the California Bean Dealers Ass'n is H. Arthur Dunn, and the new offices are located at 311 California Street, this city.

CANADA

Arborfield, Sask.—The National Elvtr. Co., Ltd.'s elevator at St. Rose, Man., has been dismantled and is being put up again at this point.

Collingwood, Ont.—H. R. Young is the superintendent of Collingwood Terminals, Ltd.'s new 2,000,000-bu. elevator that recently started operations.

Midland, Ont.—The 2,000,000-bu. addition which the Midland-Simcoe Elvtr. Co. erected to its elevator here has been completed and is now in operation.

Ft. Churchill, Man.—For the proposed new 2,000,000-bu. government owned and operated elevator for this port, mentioned in the Sept. 25 Journal, plans for which are being prepared, the C. D. Howe Co. are the consulting engineers.

Moose Jaw, Sask.—A. L. Patterson, a former grain buyer, was arrested recently in Winnipeg and pleaded guilty in court here to charges of forgery and uttering, and was sentenced to two and one-half years in the penitentiary on each of three counts.

Mitchell, Ont.—Walter Thomson and his son, Hosie Thomson, have sold their business here, operated under the name of the Mitchell Corn Exchange, to Levy Bros. of this place who have also bot the elevator adjoining the Canadian National Line.

Weyburn, Sask.—The Soo Line Mills elevator and five-story flour mill here burned on Oct. 17; loss \$100,000. The mill was built 20 years ago. Kanee, Waldman & Larcher are the owners of the Soo Line Co. plant. The plant will be rebuilt at once.

Ft. William, Ont.—Until the Board of Grain Commissioners can appoint a successor to James Robinson, deceased, assistant grain commissioner at the head-of-the-lakes, with offices in this city, Joseph Rathbone, sec'y of the board, will act as assistant commissioner.

Port Arthur, Ont.—The Union Terminal Elvtr. Co. contemplates the construction of an additional 1,000,000 bus. storage at its terminal on the water front here, giving the company a total of over 2,000,000 bus. capacity. The addition will be ready in time for the 1930 crop.

Montreal, Que.—Thomas F. Trihey, a member of the Corn Exchange and sec'y of the Montreal Harbor Commission from 1924 to 1927 and for over 30 years connected with that body, died at his home in this city on Oct. 16 at the age of 66 years. He was well known to grain and milling interests.

Goderich, Ont.—Our new 1,000,000-bu. storage annex is being completed now and put into operation. The same superintendent as before, John Murison, is still in charge and as the unit adjoins previous operating units there is no change in the method of operation.—Goderich Elvtr. & Transit Co., Ltd., G. L. Parsons, mgr.

Winnipeg, Man.—A. R. Bowes, district superintendent of the Western Grain Co., Ltd., and prominent in the grain trade here for the past 30 years, died at his home in this city on Oct. 16. Mr. Bowes had been connected with a number of grain companies, starting his career with the McLaughlin Elvtr. Co. at Emerson as grain buyer. Altho he had been in poor health for some time his death came as a shock to his many friends in the trade.

Ft. William, Ont.—The furnishings of the office of the chief grain commissioner were removed on Oct. 18 and packed for shipment to Winnipeg where the head offices of the board will be established. This city had been the board's headquarters since 1912. Ft. William will retain a resident assistant commissioner.

Vancouver, B. C.—Solloway, Mill & Co., Ltd., are putting in a grain trading department here, to be in charge of W. Fate, who has had 15 years' experience in the grain trade. Direct wire service will be had with the Chicago and Winnipeg grain exchanges. Branches in Victoria and in Seattle are also being opened.

Ottawa, Ont.—The Department of Trade & Commerce has announced officially the appointment of the three assistant grain commissioners in the prairie provinces as follows: For Saskatchewan, Hon. R. S. Dundas; for Alberta, William H. Blatchford; for Manitoba, Prof. T. J. Harrison of the Manitoba Agricultural College.

Vancouver, B. C.—Spillers Overseas Industries, Ltd., a subsidiary of Spillers Associated Millers, Ltd., of England, which has held a controlling interest in the Vancouver Milling & Grain Co. for four or five years, has acquired the whole of the second and third preference shares and the balance of the common. No plans have been made for any immediate expansion.

Ottawa, Ont.—The Dominion Elvtr. Co., the Searle Grain Co., the Home Grain Co., the Liberty Grain Co. and the Saskatchewan Elvtr. Co. have all surrendered their charters to the Dominion Government, having merged with other concerns this summer, the four last named having merged under the name of the Searle Grain Co., Ltd., as reported in the Aug. 10 Journal.

Warwick, Alta.—The Alberta Wheat Pool recently let the contract for the erection of a new elevator at this point, making a total of 438 elevators operated by that organization, having a total capacity of 16,580,300 bus. The pool is said to have increased the number of its country elevators during last spring and summer by 120, including 85 newly constructed and 35 bot from other companies.

COLORADO

Hayden, Colo.—R. H. Howard has leased the local elevator. A grain cleaner will be installed.

Sedgwick, Colo.—We purchased the elevator here from E. M. Leflang that was formerly owned and operated by the Lexington Mill & Elvtr. Co.—Woodman Grain Co.

Keenesburg, Colo.—G. T. Huston, formerly manager of the Keenesburg Elvtr. Co., Inc.'s elevator at this point, was compelled to give up his position on account of his health and has been succeeded by S. G. Mahaffey, as reported in the last number of the Journal.

Longmont, Colo.—John Comstock, a pioneer Longmont resident, having lived in this city for the last 30 years or longer, died at a hospital here on Sept. 26 from acute appendicitis. An operation was performed but failed to save his life as the appendix was ruptured. During the last few years Mr. Comstock had been manager of the Farmers Mill Elvtr. at Frederick, Colo. He is survived by his widow, one son and one daughter.

ILLINOIS

Metamora, Ill.—Waldshmidt & Schneider have installed a 2½-ton mixer.

Varna, Ill.—We have put in an automatic coal unloader.—Farmers Co-op. Ass'n.

Sullivan, Ill.—The Home Milling Co.'s plant, Robert A. Collins owner, burned recently.

Decatur, Ill.—The plant of the Hight Elvtr. Co. was slightly damaged by fire on Sept. 30.

Eldena, Ill.—Ross W. Wakey is the new manager of the Eldena Co-op. Co.'s elevator here.

Pontiac, Ill.—The local grain office of Rumsey & Co. is now under the management of Robert W. Leetch.

Concord, Ill.—The Concord Elvtr. Co. incorporated; capital stock, \$5,000; incorporators: R. C. Mitchell, R. H. Brannon, J. R. Wilson.

Dwight, Ill.—R. A. McClelland, grain, feed and seeds, has installed three Kewanee Truck Lifts and two 1½-h.p. Fairbanks-Morse Motors.

Easton, Ill.—F. H. Conroy has resigned as manager of the Easton Farmers Grain Co. P. G. Ketcham is the new manager.—Chet Klierim.

Streator, Ill.—The regular meeting of the grain trade of the Streator territory was held on Oct. 24 at the Plumb Hotel, this city, where dinner was served at 6:30 p. m.

Geneseo, Ill.—The building purchased at a bankruptcy sale this summer for \$3,800 by the Geneseo Farmers Co-op. Union was opened for business the first of this month.

Chatsworth, Ill.—Grain men of this vicinity met at the Chatsworth Hotel, this city, on Oct. 22 and after partaking of a 6:30 o'clock dinner discussed matters of mutual interest.

Sullivan, Ill.—E. W. Davis, after starting work on a new elevator here, sold his feed and coal business to Robert Collins, who will retain James R. Pifer and Homer Cole. Mr. Davis will devote his time to the management of his elevator in Kirksville.

Easton, Ill.—McFadden & Co.'s elevator here caught fire one Sunday in late September but the blaze was put out before it had gained much headway. The building was afterward razed, since it was an old structure and had not been used for several years.

Belmont, Ill.—Fred French, brother of B. French, Jr., of B. French & Sons, who died in August, has returned to the grain business in which he was once engaged, and will now give his time to the management of the line of elevators owned by the company.

Chillicothe, Ill.—Because little grain is marketed here now and also because of the bad state of repair into which the elevator has fallen, the Rock Island R. R. is tearing down a large elevator on its right of way here. W. R. Guter owns the machinery and will dispose of it.

Woodstock, Ill.—The R. O. Andrew Co. incorporated; capital stock, \$100,000; incorporators: R. O. Andrew, Harvey Miltemore, Frank H. Lauter; is taking over the properties of the Woodstock Milling Co., Francis Bonslett and D. T. Smiley of the latter company having sold their interests to Mr. Andrew.

Gibson City, Ill.—The grain trade of this territory is scheduled to hold a meeting on Oct. 25 at the RC Inn, this city, starting with the dinner at 6:30. It is to be ladies' night and the com'te in charge of the arrangements is planning to make it a social affair. Tickets will be provided for all ladies present for a picture show.

Champaign, Ill.—I left P. H. Schifflin & Co., in whose Champaign office I was employed [headquarters, Chicago], on July 1 and went with Roscoe Rockwood & Co. here at Champaign, but expect to leave them Oct. 15 to go with Kay, Richards & Co., Union Trust Bldg., Pittsburgh, Pa., to work in their grain department.—Burton Hungerford.

Gardner, Ill.—Cyrus Drew of the grain elevator firm of Hargraves & Drew, recently committed suicide at the home of his brother in Holland, Mich. His firm failed six years ago and was taken over by a Chicago grain concern, since which time it has been operated under the same firm name with Mr. Drew as manager. His widow and a daughter survive him.

Mason City, Ill.—W. F. Allison & Sons, who recently purchased the J. A. McCreery & Sons elevator here, have done considerable improving and remodeling. They are now completing a 3,000-bu. corn crib which is joined to the elevator. The crib is filled by means of a drag extending from the main elevator driveway thru the foundation and into an ear corn cup elevator which is installed inside of the crib. The corn is shelled out by means of a gravity chute built in thru the foundation of main elevator, thru the dump sink and into the stationary sheller. This arrangement was designed and built by Mr. Allison.—Chet Klierim.

Carmi, Ill.—Ralph Benson, pres. of the White County Milling Co., whose plant includes an elevator, died recently from injuries received in a collision of his automobile with a freight train. He was 40 years of age.

Biggs (Easton p. o.), Ill.—The Farmers Elevtr. Co. has built a 6,000-bu. concrete stave corn crib. The crib elevator is driven by a 6-h.p. engine. E. C. Ringhouse is manager.—Chet Knierim, with Langenberg Bros. Grain Co.

CHICAGO NOTES.

Kenneth B. Pierce, well known cash grain man of James E. Bennett & Co., and Miss Dorothy Bloeser of Chicago were happily married on Oct. 22. After a few days' stop at the Edgewater Beach Hotel the couple motored towards New Orleans.

The directors of the Board of Trade have posted for ballot an amendment to the rules prohibiting membership in exchanges proscribing or limiting transactions of their members on the Board of Trade. The new rule would hit at attempts by any stock exchange arbitrarily to control members of the Board of Trade who happen also to hold membership in the stock exchange.

The brokerage firm of Harris, Winthrop & Co. is to be dissolved before the first of the year. Seven of the fifteen general partners will stay with J. C. Harris in a firm that will, it is believed, operate under his name. The four Chicago partners will form a new firm to be known as Winthrop, Mitchell & Co., and will include besides four of the other general partners in the old firm, these eight being as follows: H. R. Winthrop, Leeds Mitchell, Theodore E. Cunningham, Woodward Babcock, John C. Fagan, Henry C. Schaack, George R. Thornton, and Alfred L. Preston, Jr. Others to be partners in Winthrop, Mitchell & Co., will be Henry F. Godfrey, Wendell S. Kuhn, Richard P. Loasby, Richard F. Babcock, Walter Schuttler, James L. Bush and Richard B. W. Hall.

Walter S. Blowney, assistant sec'y of the Board of Trade since 1903 and associated with the board since 1888, died unexpectedly from a heart ailment on Oct. 18 at his home in Waukegan where he had always lived. He was stricken while alighting from a suburban train in the Chicago station in the morning and died in the afternoon. It was the first time illness had ever attended him, never having been sick a day in his life. He was a modest and unassuming figure but played a very important role in the position he held. He was particularly well versed on the rules of the exchange and the duties and functions of the secretary's office. He was liked by everyone with no exceptions and had a literal army of friends. He was also financial sec'y of the Board of Trade Gratuity Fund, which position he had held for the past 15 years or more. The boys of the Board of Trade Post American Legion hold a particularly warm memory of him as he was always doing something thoughtful for them during the war. He is survived by his widow and two sons, Edward of Schenectady and Russell of Milwaukee.

Lewis E. Simons, a member of the Board of Trade, was elected commander of Chicago Board of Trade Post No. 304, American Legion, at the post's annual meeting in the Elks Club Oct. 16. Other officers who will serve during the next year are: Thomas E. Holland, 1st vice-commander; John H. Fisher, 2nd vice-commander; David H. Stark, 3rd vice-commander; Carl W. Gerstenberg, adjutant; William R. Fischer, finance officer; Harry W. Ewert, service officer; August C. Hennig, publicity; Henry Corcoran, Americanization officer; John E. Wall, judge advocate; Leon Cutter, athletic officer; S. H. McKee, chaplain; Jerry Kennedy, historian, and W. E. Phaffenberger, sergeant-at-arms. Gen. John V. Clinkin, Col. Howard P. Savage, past state and national commander of the American Legion; Lester Benston, state department service officer for the Legion, and Col. Thornton, wartime aide of General Pershing, were speakers at the meeting. Mr. Benston expressed appreciation for the assistance given him and his department as far back as 1922, when the legion was in its infancy. The Board of Trade Post started a soldiers' lodging house in Chicago with \$500; since then it has been furnishing movies every Tuesday at the Speedway Hospital for disabled veterans and visiting them frequently. Plans for the public installation of the new officers will be announced shortly.

Charles J. Moore, a member of the Board of Trade for the last ten years, died at his home in this city on Oct. 21 at the age of 40 years. His widow and a 10-year-old son survive him.

Orrin S. Dowse, vice-pres. of the Stratton Grain Co., is the proud father of an 8-pound 5-ounce boy, born Oct. 24. The sampling department graded this new arrival No. 1-hard.

The Board of Trade membership of R. Senderling has been posted for transfer to Charles L. Trumbell. The registration of Leslie Ravenscroft, formerly associated with Ravenscroft & Co., Galveston, Tex., has been changed to Strauss & Co., Dallas, Tex.

INDIANA

Kewanna, Ind.—Jordan & Baird recently installed some new equipment at their elevator here.

Rockville, Ind.—John Reichard and son Cecil have bot Rohm Bros. elevator and mill and taken possession.

Andrews, Ind.—The Andrews Elevtr. Co. has just completed the addition to its plant of a McMillin Truck Dump.

Evansville, Ind.—The Chamber of Commerce recently admitted to membership the Harper & Harper Grain & Hay Co.

Elizabeth, Ind.—Charles I. Hildebrand, grain and seed merchant of this town, died recently after a long illness from a complication of diseases. He was well known in this section of the state.

Denver, Ind.—Clinton Elkenberry has been appointed manager of the Mayer Grain Co.'s elevator here, succeeding E. S. Kline, manager for the past 20 years, who has taken a position at Churubusco.

Hartford City, Ind.—The East End elevator was sold at sheriff's sale recently for \$1,500 to satisfy judgment on a chattel mortgage, Franklin E. Bushman being the buyer. The elevator had been closed for some time.

Anderson, Ind.—The Urmston Grain & Seed Co., having grain elevators at Frankton, Dundee, Orestes, Walton, Galveston and Camden, has moved its general offices from Elwood to this city, same to be in charge of C. W. Urmston.

Hyatt Station (Plainville p. o.), Ind.—James A. Keith, operator of a grain elevator and implement store here, has gone into voluntary bankruptcy and made an assignment deed to Stephen E. Myers, assignee, for the benefit of his creditors.

Indianapolis, Ind.—The National Elevtr. Co. had a moving day recently when it moved its offices from the sixth to the eighth floor of the Board of Trade Building to the rooms formerly occupied by the Bingham Grain Co., where it will have more space.

Huntingburg, Ind.—Creditors of the Wallace Milling Co., bankrupt, met recently in the Federal Court Building at Evansville before George F. Zimmerman of Mt. Vernon, Ind., referee in bankruptcy. The Wallace Milling Co. filed its schedule in bankruptcy in Federal Court more than a year ago.—W. B. C.

Roachdale, Ind.—Albert Cullen Lockridge, a prominent business man of this town, engaged in the grain and elevator business here for about 25 years under the name of Albert C. Lockridge, died very unexpectedly on Oct. 3 from a cerebral hemorrhage with which he was stricken while at the elevator. He built his elevator here in 1904. His widow and four children survive him.

Sullivan, Ind.—The Kerlin Elevtr. & Feed Co. has made extensive improvements to its plant here, purchased last spring from the Sullivan Mill & Elevtr. Co., having overhauled all of the elevator equipment, installed electric equipment for the handling of grain, modernized the office, replaced the old flour mill equipment with feed mixing and feed grinding machinery, including a hammer mill and a molasses mixer. The plant will continue to buy and handle hay and all kinds of feed and grains.

Berne, Ind.—Amos W. Snyder, who has been manager of the Berne Equity Exchange Co. for the last 10 years, ever since its organization, has resigned his position to accept the management of a new grain company that is in process of formation at Bluffton, Ind., and which, it is reported, will succeed the Studabaker Grain & Seed Co., of which Claude Cole was manager until his disappearance last July. Mr. Snyder's successor here has not yet been appointed.

Rockport, Ind.—A large grain and hay barn on the farm of Orvill Sanders, near here, burned in the night of Oct. 4; loss about \$3,000; covered by insurance.

IOWA

Red Oak, Ia.—Omar Adair has just recently completed the erection of a new elevator, having a capacity of 11,000 bu.

Hawkeye, Ia.—The Farmers Elevtr. Co. contemplates buying a 60-h.p. Diesel engine for its mill and elevator here, and has appointed a com'tee to investigate.

Buck Grove, Ia.—This town is considering establishing a farmers' elevator, 21 men having already pledged their support.

Correctionville, Ia.—The Farmers Elevtr. Co. is building coal sheds to handle three more cars. L. Brugger is the manager.—Art Torkelson.

Manson, Ia.—Miss Edna Peterson, manager of Davis Bros. & Potter's elevator here, was married recently to Emery E. Egli, who is also connected with the same company.

Shambaugh, Ia.—T. K. Cole has severed his connection with the Shambaugh Mill & Elevtr. Co. and resigned his office of mayor of Shambaugh. He has several business prospects in view.

Rodney, Ia.—Marion, C. C. and Ethel Nikolisen, members of the former Rodney Grain Co., doing business here and in Ticonic, published the announcement this month that the firm was dissolved last May.

Cedar Rapids, Ia.—Harry E. Gifford, for the past 11 years with the Gifford Grain Co., has accepted a position with the U. S. Government as assistant warehouse supervisor with headquarters at Portland, Ore., beginning his work on Oct. 1.—L. W. Gifford.

Winfield, Ia.—The Farmers Elevtr. Co.'s elevator, which was burned in August, will be replaced by an up-to-date house. An oat huller which had been intended for the old building will be put in the new elevator. The office and other buildings were not damaged.

Keokuk, Ia.—The report that O. A. Talbott had sold his elevator property and retired from the business is all wrong. He is still interested in thirty-five grain elevators and operates five of them direct from his office here. He is buying on track but no longer cleans seed in transit.

Grand Mound, Ia.—F. Mueller & Sons Co., an old established company with an authorized capital of \$100,000, opened a new milling plant here recently and will buy and sell all grains. Oat groats, rolled oats, poultry and live stock mashes will be marketed under the company's own brand.

Merrill, Ia.—Frank Veidt, who has managed the Hoese Grain Co.'s elevator here for several years, has leased the elevator from the Hoese estate and will continue the business. Mr. Veidt will buy and sell grain, coal and feed, and conduct a general elevator business. Frank Hoese, former proprietor of the business, died recently.

Council Bluffs, Ia.—Officials of the Updike Grain Co. of Omaha are said to have denied the rumor that the company was to erect another elevator at this point, Pres. N. B. Updike being quoted as saying: "At the present time we have plenty of storage space in our Council Bluffs elevator and we are not contemplating building another elevator."

Sioux City, Ia.—The annual election of the Sioux City Grain Exchange was held on Oct. 19. Sam P. Mason was selected as pres.; M. King, vice-pres.; R. E. Mangan, re-elected treasurer, and Freeman Bradford, re-elected sec'y-traffic manager. Re-elected directors are E. A. Fields, C. C. Flanley, M. King and R. E. Mangan. Holdover directors are: Sam P. Mason, J. C. Mullaney, Paul A. Ketels, J. S. Eales and H. J. Hutton.

Bennett, Ia.—I have accepted a position as manager of the E. Buttolph Grain Co. of Bennett, Ia. Bennett is in the heart of Cedar County, surrounded by the very best farmers and feeders in Iowa. This concern enjoys a very heavy volume of business in milling, grains, coal, feeds and seeds and we are adding track grain to the business.—J. H. Phelps [of the Phelps Grain Co., which sold its elevator and local grain business at Lost Nation, Ia., last summer, but retained its wholesale grain business, as reported in the June 10 Journal.]

Malcom, Ia.—The Farmers Elevator Co. is erecting a new addition which will include an office 18x20 feet and a 15-ton truck scale, a directors' room and additional storage space. The manager is H. B. Brookmeau.

Davenport, Ia.—Work has started on the new 400,000-bu. elevator for the Western Flour Mills, the James Stewart Co. having the contract. The storage space will consist of 15 tanks, arranged three wide and each tank 18 ft. in diameter and 102 ft. high. Three conveyor belts will be installed in the basement and two in the cupola. Other equipment includes a 20,000-bu. marine leg, a 25,000-bu. hopper scale and a scalper in the headhouse. The cupola will be 85 ft. high.

Traer, Ia.—The E. W. Bailey Co. of Chicago served a banquet in the Oxford Hotel here on the evening of Oct. 9 to about 40 grain dealers, elevator managers from Tama, Toledo, Montour, Clutier, Elberon, Lincoln, Reinbeck, Grundy Center, Dysart, Garrison and other nearby towns being present. The only woman elevator operator in the group was Mrs. Nellie Ashbaugh, manager of the two Traer elevators of the Farmers Elevator Co. After the inward man was satisfied, problems of the grain business were discussed.

KANSAS

Bellefont, Kan.—The Offerle Grain & Supply Co. recently installed White Star Steel Gate and Pan.

Cherryvale, Kan.—The Cherryvale Grain Co. is tearing down its old coal bins and replacing them with new ones.

Sterling, Kan.—R. J. Fleming, who was manager of the Arnold Milling Co.'s plant for many years, died here last week.

Lake City, Kan.—The Stockstill Grain Co. recently bot the elevator of the Medicine Valley Grain Co. of F. G. Sittler.

Geneseo, Kan.—The Geneseo Farmers Co-op. Union has installed Salem elevator cups furnished by the White Star Co.

Winona, Kan.—The Jordan Elevator Co. is going to start retailing coal at its elevator this year. L. A. Jordan is manager.—Jimmie Quinn, with Ted Branson Co.

Ransom, Kan.—The new elevator of the Farmers Union Elevator Co. is now in operation here. The equipment consists of the most up-to-date machinery.

Rossville, Kan.—The Empire Grain Co. contemplates installing a new cleaner in the near future. Frank Murray is the local agent for the company, whose headquarters are in Topeka.

Lawrence, Kan.—Fire originating in the combustible roof of the hydro-electric power plant of the Bowersock Mill & Power Co. caused a heavy loss there and by exposure damaged the mill plant on Oct. 6.

Agra, Kan.—The Dean Grain Co. has built an additional storage space to its elevator. The basement will be cemented and a large feed grinder will be installed. C. F. Dean is manager.—Jimmie Quinn.

Hutchinson, Kan.—The Board of Trade has increased the price of memberships from \$3,000 to \$5,000. Recent new members of the board are the Pillsbury Flour Mills Co. of Minneapolis, which will open an office here soon, and W. F. Hopper of this city.

Sublette, Kan.—The new grain elevator for the Co-op. Grain Dealers of Sublette has several interesting features not usually found in country elevators. The pit is 28 feet deep and the dump sinks will hold about 4,000 bus. Two 8-bu. Richardson Automatic Scales will be installed side by side, enabling loading into cars at the rate of 4,000 bus. an hour. The elevator leg will carry full capacity of the scales, and all of the transmission equipment will be mounted on ball bearings. The total capacity of the elevator will be about 30,000 bus. and is divided into eight main bins. The Star Engineering Co. has the contract.

Minneola, Kan.—An elevator and feed mill, the latter to have a capacity of 20 tons of ground feed and 20 tons of grain, are being erected on the Chester I. Long ranch near here by A. F. Dallinger.

Peabody, Kan.—The Peabody mill is closed. E. B. Grogan is at Stroud, Okla.—O. Jolliffe. [Mr. Jolliffe, pres. of the Peabody State Bank, is the owner of the mill, Mr. Grogan having it under lease.]

Sterling, Kan.—The Arnold Milling Co. recently bot from the American Warehouse Co. a large stone warehouse, 33x100 feet, to use for storage purposes while its new elevator that replaces the one recently burned is in course of construction.

Summerfield, Kan.—The board of directors of the Summerfield Farmers Union at a recent meeting decided to sell all property belonging to the local organization at auction. The plant was newly built in 1917 at a cost of approximately \$9,000, is iron-clad and has a capacity of 17,000 bus.

McPherson, Kan.—The Colburn Bros. Co. of this city is dissolving partnership and disposing of its property, consisting of the mill, elevators and a dwelling. The Colburn family came to Kansas in 1879 and to McPherson the following year. The present mill was built in 1912 and has a capacity of 600 barrels.

Hutchinson, Kan.—Difficulty has been experienced in the construction of the Davidson Grain Co.'s large concrete terminal elevator here, mentioned in the Sept. 10 Journal, on account of water, due to the pressure from the Arkansas Valley underflow. The contractors believe they have overcome the trouble now and that construction will proceed without more difficulty.

Wichita, Kan.—We are not contemplating expansion of our storage facilities here at the present time. We now have three times the storage space over what we had three or four years ago.—The Wichita Flour Mills Co., U. L. Shelton, mgr. grain dept. [It was reported two months ago that this company, together with others, contemplated expansion of its storage facilities at Wichita in the near future.]

Lawrence, Kan.—The Bowersock Mill & Power Co.'s power plant sustained a \$40,000 fire damage, mostly to the generators and electrical equipment, on Oct. 6, which might have been considerably less if a city water hydrant near the mill had not been out of order and caused a delay of 40 minutes in getting water to the fire. The mill's operation was interfered with only a short time, until connections could be made with the high power line that passes the property.

KENTUCKY

Louisville, Ky.—The Ballard & Ballard Co., Inc., of this city has increased its capital stock to \$2,300,000.

Wabash Island, Ky.—On Sept. 27 lightning struck the corn crib of M. T. Dyer, causing slight damage.

Glasgow, Ky.—The Glasgow Milling Co. is making extensive improvements to its plant. The company recently increased its capital stock to \$20,000.

MARYLAND

Hagerstown, Md.—The mill and elevator of D. A. Stickell & Son, Inc., burned at 1 o'clock in the morning of Oct. 18 in one of the worst fires this city has ever seen; loss estimated at \$140,000; fully insured. All the milling machinery and 3,000 bus. of wheat were destroyed. The warehouse was only slightly damaged, to the extent of about \$500. The cause is believed to have been a short circuit in the motor, altho the theory was also advanced that it was caused by spontaneous combustion in a bin containing 1,000 bus. of oats. The plant will be rebuilt as soon as possible. The day following the fire arrangements were made to take over another mill so that business would not be interrupted. D. A. Stickell & Son made a specialty of grinding sunflower seeds.

BALTIMORE LETTER.

John J. Snyder, a member of the Chamber of Commerce and formerly associated with the flour and grain commission firm of Robinson & Jackson until about a year ago, died on Oct. 6 at his home in this city. He was 69 years of age.

Harry J. Crilley, former vice-pres. of the grain commission firm of Dennis & Co., Inc., is no longer with that concern.

The Service You Need



"The Virgin Wheat Mecca" and these Board of Trade Members can give you. Try them.

Smith-McLinden Grain Co.

Wheat, Coarse Grains, Mill Feeds

Stevens-Scott Grain Co.

Wheat, Kafir, Milo, Maize, Corn

Sam P. Wallingford Grain Corp.

General Grain Business

Wichita Terminal Elevator Co.

Receivers, Shippers—Storage

Adair Grain Co.

Wheat, Corn, Oats, Kafir

A. F. Baker Grain Co.

Wheat, Corn and other grains

James E. Bennett & Co.

Grain Futures, Stocks, Bonds, etc.

Blood Grain Co.

Mill Orders—Consignments

Craig Grain Co.

Consignments—Milling Wheat

C. E. Jones Grain & Elevator Co.

Grain Merchants—Consignments

Simonds-Shields-Lonsdale Grain Co.

General Grain Merchants

J. R. HAROLD GRAIN CO.

BOARD OF TRADE

Wichita, Kansas

J. R. HAROLD

W. W. WALLIS

Consignments and General Grain Dealers

H. A. Kline, formerly with the grain commission firm of W. E. Harris & Son, was recently appointed Baltimore manager of the Eastern Grain Growers Ass'n.

Thomas T. Tongue, a member of the Chamber of Commerce and well known in local insurance circles for years, died on Oct. 1. A com'ite from the chamber attended his funeral.

Gray Silver, a member of the Chamber of Commerce and pres. of the Eastern Grain Growers Ass'n, was seriously injured on Oct. 11 when his automobile and a Pennsylvania freight train collided at the grade crossing near St. James, Md. He sustained a concussion of the brain and was removed to a hospital in Martinsburg, W. Va. His wife was also injured, having both of her legs broken and one kneecap shattered.

MICHIGAN

Reed City, Mich.—Fire damaged the plant of Bettin Bros. on Oct. 16.

Coldwater, Mich.—The Coldwater Co-op. Co. is installing a Sidney Combined Sheller and Cleaner.

North Branch, Mich.—The North Branch Elvtr. Co. has enlarged and improved its elevator.

Okemos, Mich.—Copper cable lightning rod protection has been installed on the Okemos Elvtr. Co.'s plant.

Fowler, Mich.—The elevator of Marion L. Sturgis is to be equipped with copper cable lightning rod protection.

St. Louis, Mich.—Contract has been let for providing lightning rod protection for the mill and elevator owned by O'Melia Mills, Inc.

Oakley, Mich.—Christian Breisch & Co. are installing a blower system for elevating feed ground by the attrition mill to the bagger.

Port Huron, Mich.—A. L. Chamberlain, well known grain and bean man of this city, was married late in September to Mrs. Ella McCredie Snowden of Bay City.

Elwell, Mich.—The Peoples Elvtr. Co. incorporated; capital stock, \$30,000; elevator, coal and lumber business. This is the incorporation of an old established business.

Grand Rapids, Mich.—Contract has been let for installation of copper cable lightning rod protection on the bean elevator owned by the Minor Walton Bean Co. of this city.

Casnovia, Mich.—Contract has been let for providing copper lightning rod protection for the elevator and attached buildings at this station which are owned by O'Melia Mills, Inc.

St. Charles, Mich.—The St. Charles Flour & Feed Co. has purchased a No. 2 Gruendler Hammer Mill with 30-h.p. direct connected motor. Mill is equipped with a magnetic separator to eliminate tramp iron.

Port Huron, Mich.—Nothing definite has been decided yet as to contracts or date of starting construction of an elevator here for the North American Elvtrs., Ltd., of Toronto, Ont., who recently acquired a site in this city for an elevator.

Forest Hill, Mich.—The Forest Hill Elvtr. Co.'s store room was broken into during the night of Oct. 16 and 19 bags of beans stolen. At last report the thieves had not been caught. The company is owned and operated by E. N. Post & Son.

Armada, Mich.—Herman Schirmer has retired from the Armada Elvtr. Co. because of poor health, having sold his interests to Orvy Hulett, Sr., a farmer of this vicinity. S. I. Stump and F. S. Finch are the other owners in the business.

Gilford, Mich.—Electric power is now available here. The Gilford elevator, which is owned by Wallace-Morley & Co. of Bayport, is installing a 24-inch dreadnaught attrition mill powered by a direct connected 30-h.p. fully enclosed pipe ventilated electric motor.

Mulliken, Mich.—Direct current electric power service for local stations is being replaced by alternating current from a new power line. The local elevator owned by McNaughton & Co. is installing three motors, one of which will operate a hammer mill which is to be provided with a magnetic separator to eliminate tramp iron. Two of the motors will be of the open type enclosed in fire resistive enclosures made of asbestos lumber and concrete and the third motor will be of the fully enclosed self-ventilated type.

Hodunk, Mich.—The Hodunk Flour Mills, owned by Barnhart, Ansterburg & Son, who have operated them for 28 years, have recently been sold to F. L. Flack, a Detroit show man, for a price said to be over \$20,000. It is not known just what the new owner will do with his property.

Overisel (Holland p. o.), Mich.—While an employe was working at or near the motor of the flour mill of John Voorhorst at 4:30 o'clock on Oct. 14, an explosion occurred, due, it was believed, to a spark igniting the flour dust, and the whole mill was soon in flames. Nothing could be saved—not even the books in the office. Loss, \$8,000.

Whittemore, Mich.—The Whittemore Elvtr. Co. has installed electric power to replace engine power. Equipment consists of a 20-h.p. fully enclosed, pipe ventilated motor direct connected to a dreadnaught 20-inch attrition mill. A 10-h.p. fully enclosed self-ventilated ball bearing motor is also used to operate the sheller and cleaner.

Mason, Mich.—The business of the Ingham County Farm Bureau has been taken over by S. A. Bement who has been the manager for seven years. He is installing a No. 3 hammer mill direct connected to a 50-h.p. motor. This mill is equipped with a built-in magnetic separator to prevent tramp iron which becomes mixed with the feed, from going into the mill to damage it or create a fire hazard. A feed mixer is also being installed.

Corunna, Mich.—The Albert Todd Co. has recently installed a new 998E cleaner driven by a 10-h.p. fully enclosed self-ventilated ball bearing motor. This motor as well as another 10-h.p. motor in the plant, has been equipped with dust-tight across-the-line starter providing low voltage and overload protection. A 5-h.p. G. E. Fully Enclosed Self-Ventilated Ball Bearing Motor has also been installed recently to operate the pickers.

Kaleva, Mich.—The Kaleva Produce Co. is installing a No. 3 hammer mill driven by a direct connected 40-h.p. Fairbanks-Morse fully enclosed, pipe ventilated, ball bearing electric motor. This mill is equipped with a built-in magnetic separator to eliminate the fire hazard from tramp iron and deliver feed free from injurious metal. Anti-friction bearings are also being installed on all of the main drive shafts and on the elevator head shafts.

Linden, Mich.—Michael H. McKugh, permanent receiver for the now defunct Bank of Linden of Spencer and Glerum, has brot charges of fraud against Charles R. Price and his wife, owners of the Linden elevator, in connection with the borrowing of \$38,700 from the bank. The elevator owned by the Prices, on which the money is said to have been borrowed, has been turned over to Mr. McKugh, who is reported to have alleged that the Prices owned only a contract interest in it, and that the contract and other indebtedness exceeded the value of the elevator. The borrowed money is said to have been used in improving a farm owned by the Prices.

Freeland, Mich.—Chas. Wolohan, Inc., has just purchased the Cass City Grain Co.'s elevator, giving the company two elevators at this station. This plant will be equipped as a feed plant. A Gruendler Hammer Mill driven by a 60-h.p. fully enclosed, pipe ventilated motor is being installed. The mill is equipped with a built-in magnetic separator to remove tramp iron. A 1½-ton feed mixer is also being installed. This will be driven by a 7½-h.p. fully enclosed self-ventilated ball bearing motor equipped with an automatic starter, providing both overload and low voltage protection. Mill motor circuit is equipped with ammeter to indicate load on motor.

Caro, Mich.—The Caro Farmers Co-op. Elvtr. Co. has completely remodeled the feed grinding end of its plant. A short time ago it installed a Bauer Hammer Mill with built-in magnetic separator direct driven by a 60-h.p. fully enclosed, pipe ventilated, Fairbanks-Morse Motor equipped with an ammeter to indicate the motor load. Additional equipment consists of a 7½, 5- and 3-h.p. fully enclosed self-ventilated ball bearing motors equipped with automatic starters providing low voltage and overload protection. It has a No. 3 Haines Feed Mixer and a Nickel proportioning feeder and crusher for the hammer mill. The jack shaft in the basement for driving the sheller and crusher, and the elevator head shafts have been equipped with anti-friction bearings. Also a new 8D ball bearing cleaner has been installed.

Saline, Mich.—The Saline Mercantile Co. is installing a blower system for elevating feed from the attrition mill discharge to the bagger. The large volume of air which is mixed with the feed, which becomes very hot in going thru the grinder, cools it to prevent its spoiling.

Decker, Mich.—Since the Decker Grain & Lumber Co.'s plant burned there has been no feed mill in this town. The Decker Farm Bureau has just installed a 24-inch dreadnaught attrition mill direct connected to a 30-h.p. fully enclosed pipe ventilated motor to take care of the local trade.

Prescott, Mich.—The Prescott Elvtr. Co. is installing electric power to replace an oil engine. Equipment consists of one 20-h.p. fully enclosed pipe ventilated motor direct connected to a 20-inch dreadnaught mill and one 10-h.p. fully enclosed self-ventilated ball bearing motor to operate the sheller and cleaner.

MINNESOTA

Appleton, Minn.—The Farmers Co-op. Elvtr. Co. recently installed a new cleaner.

Eyota, Minn.—E. E. Lietz's elevator and feed mill burned on Oct. 18; loss estimated at \$23,000.

Fariabault, Minn.—The Farmers Elvtr. Co., whose elevator has been rented for some time, recently filed a voluntary petition for dissolution.

Lake Benton, Minn.—The Farmers Elvtr. Co. is now under the management of R. M. Jorgensen. Improvements are being made at the elevator that will cost about \$5,000.—Art Torkelson, with Lamson Bros. & Co.

Duluth, Minn.—George G. Barnum, Sr., pioneer in the grain trade of this market, received congratulations from many friends on Oct. 10, which was his 86th birthday. Mr. Barnum retired from active participation in the business of his firm, the Barnum Grain Co., several years ago, his son, George Barnum, Jr., managing it now.

Herman, Minn.—A peculiar accident occurred at one of the elevators here recently, Thomas Haukland, a farmer, drove in with a load of grain and when the dump machinery was put into motion his horses were thrown into the grain pit beneath the weighing platform. They were both so badly injured that it was found necessary to shoot them.

Hills, Minn.—I have opened up the elevator on the I. C. R. R. that has been closed for the last three years and was formerly operated by Otto Nelson. I have leased the elevator and will handle all kinds of grain, operating in the name of Christian Moe. Have been manager of the Hills Mercantile Co. for 16 years and was in the grain business three years before that.—Christian Moe.

Albert Lea, Minn.—The Albert Lea Milling Co. is reported to have been adjudged a bankrupt in the U. S. District Court on Oct. 16. A creditors' meeting is scheduled to be held in Mankato on Oct. 29 at which time a trustee will be appointed. The company's plant consists of a mill having a capacity of 900 barrels of wheat flour and 200 barrels of rye flour per day, and a grain elevator.

Brainerd, Minn.—The Crow Wing Mill, the local name of the plant recently bot by the Unity Mill Service Co. of Minneapolis from the Tanner Mill Co., as reported in the July 25 Journal, has been formally opened to the public after extensive improvements were made to the plant. R. V. Wilhelm, who was in the wholesale flour and feed business in Wadena for many years, is the manager.

Warren, Minn.—The Spaulding Terminal elevator, as it is known locally, only recently purchased by the Osborne-McMillin Elvtr. Co. of Minneapolis, as reported in the Sept. 25 Journal, burned on Sept. 28; loss estimated at about \$40,000. The fire was discovered shortly before 9 o'clock p. m. and the firemen fought the blaze until early Sunday morning. The plant was filled to almost capacity at the time. The six steel cylindrical storage tanks contained about 70,000 bus. of grain, which was unharmed by the fire except that the grain in the tank closest to the elevator might be somewhat damaged by the intense heat of the fire. About 9,000 bus. of wheat was in the elevator bins, and it was thot some of it could be salvaged. At last reports it was not known whether the company would rebuild or not, but since the large storage tanks were not damaged, it is thot probable that it will.

Ruskin, Minn.—We have taken over the elevator at Ruskin known as the McLaughlin Elvtr. Co. We handle a full line of feeds, do grinding and buy grain. The house has 20,000 bus. capacity. This is the only elevator there. We operate a feed and flour warehouse and do grinding and mixing at Faribault. Ruskin is a branch of our Faribault plant. Ben Paxton has been retained to operate the Ruskin elevator.—E. B. Murphy, mgr. Faribault Flour & Feed Co. warehouse.

MINNEAPOLIS LETTER.

The Chamber of Commerce membership of Walter R. Paul has been transferred to Hart C. Putman, new coarse grain salesman for the Cargill Commission Co., who was formerly in the grain business in this city but entered the manufacturing business a number of years ago.

D. D. Tenney, pres. of the Tenney Co., grain, was the principal speaker at the regular monthly meeting, held Oct. 3, of the Minneapolis Grain Shippers Ass'n, his talk being a recital of what the ass'n is doing to develop the Northwest, particularly in the line of agriculture.

The National Elvtr. Co. and the Monarch Elvtr. Co. recently announced that they will make loans to North Dakota farmers on grain stored on the farms, according to the storage ticket law recently enacted by the state legislature, stating that the plan was an extension of one employed for years in making loans on grain stored in their own elevators. Interest is allowed at the rate of 8% under the law, payments to be made not later than May 15 next.

MISSOURI

Concordia, Mo.—A hammer mill is being installed by George A. Klingenberg.

Aurora, Mo.—Lightning slightly damaged the mill plant of the Majestic Milling Co. several weeks ago.

Springfield, Mo.—The Missouri Farmers Ass'n is remodeling the Meyer Milling plant here which it recently bot.—P. J. P.

Jonesburg, Mo.—We now operate both elevators at this point, having purchased the mill and elevator formerly run by Stevens & Brooks.—Farmers Elvtr. Co.

St. Louis, Mo.—The walls for the new 1,000,000-bu. elevator being built by the C. B. & Q. are nearing completion. The elevator, to be leased to the Marshall Hall Grain Corp., is to be completed by Jan. 1.

Higginsville, Mo.—We have overhauled our mill and elevator to increase their efficiency and decrease costs of moving wheat and tempering same for grinders. Our 200-barrel corn mill has also been improved.—R. S. Hays, Higginsville Flour Mill.

Brunswick, Mo.—W. S. Owen, who was formerly in the feed business for several years, has been appointed manager of the Brunswick Elvtr. Co.'s elevator. Mr. McNabb, who had been expected to assume active charge, was prevented on account of his health.

Concordia, Mo.—We have installed a Jay Bee No. 2 and a Gruendler Hammer Mill, the former with a Tex-rop Drive from a 30-h.p. Fairbanks-Morse Inclosed Motor and the latter direct connected to a 25-h.p. Westinghouse Motor. We also installed a Buckley Corn Cracker and Grader for manufacturing chicken feed, and a Eureka Feed Mixer.—Concordia Mill & Elvtr. Co.

KANSAS CITY LETTER.

We are no longer in the grain merchandising business.—Wyandotte Elvtr. Co., Inc., O. Cook, mgr. grain department.

T. A. O'Sullivan, a member of the Board of Trade, representing the Hall Baker Grain Co., is back on the job again, having recovered from his recent attack of appendicitis.

Again the question of the site of the proposed 2,000,000-bu. Woods Bros. Corp.'s elevator bobs up. When the Woodswether site on the Kansas state side was disapproved for the dock location by the War Dept. on account of difficult channel conditions, and the Mulberry and Liberty streets site on the Missouri side recommended, Woods Bros. proposed erecting the elevator on the state line site, but now that this site has been selected for the dock, the elevator site is uncertain, depending upon trackage and facilities at the river terminal. But the promise of the elevator still stands, according to A. E. Faulkner, vice-pres. and general manager of Woods Bros. Corp.

C. P. ("Jumps") Cauthorn, vice-pres. of the Hodgson-Cauthorn Grain Co. and a former director of the Board of Trade, recently announced his withdrawal from the grain business to accept the vice-presidency of the Allis Hotel Co., which owns and operates the Hotel Baltimore here and which will soon start on the construction of a \$1,500,000 hotel at Wichita, where Mr. Cauthorn will spend most of his time until the hotel is completed.

Howard S. Vanderslice, pres. of the Vanderslice-Lynds Co., a member of the Board of Trade for almost 40 years, philanthropist and art patron, died at his home in this city on Oct. 10 after lying unconscious since Sept. 29 when he suffered a stroke. He was 76 years of age. His nearest living relatives are two brothers and one sister, his wife having died six years ago and the couple having no children. In 1881 Mr. Vanderslice became a partner in the Emerson-Vanderslice Feed & Grain Co. at White Cloud, Kan., and after the death of Mr. Emerson he continued the business under his own name. Coming to Kansas City in 1888, he established a branch of his feed business here and moved here two years later. In 1891 he incorporated the present Vanderslice-Lynds Co. and altho he enjoyed good health almost up to the time of his death, he had not been particularly active in the handling of the business for a number of years past. His death will cause no change in the business affairs as they will go along just as heretofore. Mr. Vanderslice was noted for his philanthropies and love of art. The present home of the Kansas City Art Institute was his gift, he retaining but a life annuity from the property, the entire tract of 8½ acres and buildings reverting to the institute at his death. Mr. Vanderslice was a member of numerous fraternal, social and business organizations.

MONTANA

Richey, Mont.—A separator has been installed in the elevator of the Richey Co-op. Elvtr. Co.

Butte, Mont.—The Montana Flour Mills Co. of Great Falls is erecting a \$10,000 warehouse here.

Sunburst, Mont.—A new distributor has been installed and minor repairs made at the Toole County Grain Co.'s elevator, the Victor Const. Co. doing the work.

Box Elder, Mont.—The elevator and gas tanks of Cowan & Son have been repaired and painted, the painting being done with a pneumatic spray coupled to the air line for the dump. The Victor Constr. Co. did the work.

Wilsall, Mont.—McCabe Bros. Co. has taken over the elevator formerly known as Liquin Bros. elevator and later as the Wilsall Grain Co. elevator. Ben Gwyther is now manager. The company is remodeling the elevator to some extent, moving the offices, putting in another leg, new 15-h.p. Fairbanks-Morse Engine, etc. It will have a capacity of about 40,000 bus. We own and operate the other two elevators here with a total capacity of 60,000 bus. We have truck dumps, cylinder cleaner, private water system, etc. We also operate a cream station, coal business and delivery truck in connection.—Farmers Exchange of Wilsall, L. E. Green, mgr.

NEBRASKA

Gretna, Neb.—An electric truck dump has recently been installed by the Farmers Elvtr. Co. here.

Haigler, Neb.—The Haigler Co-op. Equity Exchange has added an automatic truck dump to its equipment.

Pleasanton, Neb.—The new manager of the Farmers Grain Co.'s elevator here is Carl Steinkruger from Upland.

Sterling, Neb.—The new manager of the Sterling Grain & Stock Co. is Brunke Schmidt, who took charge Oct. 1.

Clinton, Neb.—The Clinton Grain Co.'s elevator burned on Oct. 8; loss estimated at \$25,000; covered by insurance.

Gretna, Neb.—The Gretna Roller Mills are planning to put in a new truck dump soon. E. E. Fetz is manager of the elevator.

Benkelman, Neb.—A storage grain elevator of 10,000 bus. capacity is to be erected on the old Frenzen ranch near this town, the ranch now being the property of the Wiggenshorn banking interests of eastern Nebraska.

Odell, Neb.—The new elevator of the Odell Farmers Elvtr. Co. is now in operation.

Cedar Bluffs, Neb.—H. D. Balck of Fremont has been appointed manager of the Farmers Union Co-op. Ass'n's elevator here succeeding C. Moran, resigned.

Crofton, Neb.—The John Westrand Co.'s elevator, bot by the Holmquist Grain Co. several months ago, has reopened for business after being repaired and remodeled.

Syracuse, Neb.—We are having our elevator and warehouses reroiled and painted, the work being done by C. L. DeLong.—Farmers Elevator, Inc. [F. W. Mueller is manager.]

Diller, Neb.—The Farmers Elvtr. Co.'s old elevator at this point, which was recently replaced with a new 20,000-bu. house, was torn down and the lumber sold at auction recently.

Inland, Neb.—M. O. Christian, manager of the Farmers Union Co-op. Ass'n's elevator here, and Mrs. Sara Howe, widow of a former manager, Charles Howe, were married several weeks ago.

Shelton, Neb.—The Trans-Mississippi Grain Co. will soon begin the construction of a large annex to its grain elevator here, to have a capacity of about 55,000 bus. J. L. Hopper is the local manager.

Wahoo, Neb.—Extensive improvements have been made recently at the Farmers Elvtr. Co.'s elevator, including new leg belts, boots and new transmission throuout, all of which were furnished by the York Foundry.

Magnet, Neb.—Ed Olson, who for many years managed the Dolphin Jones Grain Co.'s elevator at Hartington, Neb., before he resigned several years ago, is now managing this company's elevator here at Magnet.

Carroll, Neb.—M. S. Whitney, proprietor of the Farmers Co-op. Union elevator, has bot the west elevator at this point from Dr. A. Texley, had it repaired and is operating same in connection with his other elevator.

Merna, Neb.—The Crete Mills has leased the Farmers Grain & Supply Co.'s elevator here. The former manager, Roger Gorman, recently bot an interest in the Lexington Mill & Elvtr. Co. at Arnold, Neb., as reported in the Journal's last number.

Kimball, Neb.—The Cheyenne Elvtr. Co. has sold its elevator here to the Herbert M. Walsh Grain Co. of Sterling and Denver, Colo. I have been retained as manager for the new company. The Herbert M. Walsh Grain Co. was formerly the Western Wheat Co. of Kimball.—F. E. Wirick.

Beatrice, Neb.—On Sept. 28 a large split wood pulley on our main line shaft caught against the side of the wall and remained stationary while the shaft rotated within it. As a result of the friction it burst into flames but was immediately put out by our elevator man with no damage except for the loss of the pulley.—Pease Grain & Seed Co., Robert Pease, Jr.

Omaha, Neb.—The income tax case of the Udkie Grain Co., of this city, which has been in Federal Court since 1917, will soon be disposed of by the United States Supreme Court. The Government is suing Nels B. Udkie and his associates for \$373,000, claimed to be due in income taxes for 1917. Two judges have already decided that statutes of limitation had expired and dismissed the Government's claim, but the Department of Justice at Washington was not satisfied and asked the highest court to review the case.

Lincoln, Neb.—Don't forget the first annual convention of the Nebraska Ass'n of Grain Elevator & Mill Operators that is to be held in this city on Oct. 29 and 30 at the Lincoln Hotel. The last number of the Journal and also the Sept. 25 number gave the program of this meeting, one feature of which is the address to be given by Chief Inspector Harry R. Clark of the Omaha Grain Exchange on car loading. Country grain dealers generally understand how to load grain cars properly, but some factors which are seemingly unimportant enter into loading which often result in avoidable losses to shippers when neglected. So come and get posted.

NEW ENGLAND

Boston, Mass.—Applicants for active membership in the Grain & Flour Exchange include George H. Mahan; for associate membership, John M. Heafield.

NEW JERSEY

Weehawken, N. J.—It is our intention to build an addition to our grain elevator at Weehawken, N. J., the details of which are being worked out at the present time.—N. Y. Central R. R. Co., F. N. Melius, marine mgr. [A later report is to the effect that bids have been received for the construction of this elevator but the contract has not been awarded. The structure is to be of 300,000 bus. capacity, a rapid cleaning and rapid handling house, of the most up-to-date equipment and arrangement possible.]

NEW MEXICO

Raton, N. M.—The Raton Milling & Elvtr. Co. just recently underwent a thoro overhauling in preparation for what promises to be an unusually heavy season.

NEW YORK

Randolph, N. Y.—The Brown Milling Co. has provided copper cable lightning rod protection for its mill here.

New York, N. Y.—Joseph Shepard, a member of the Produce Exchange and an old grain man, died late in September at the age of 73 years.

Lowville, N. Y.—Louis Bush & Sons' grain elevator, located on the N. Y. Central R. R. Co.'s tracks here, was damaged recently by fire to the extent of \$25,000.

Deposit, N. Y.—A pin slipped out of a chain drive in the feed mill of the Delaware Mills, Inc., and struck a spark which set a reservoir of oil in which the chain runs on fire, causing slight damage on Sept. 13.

New York, N. Y.—Edward H. Dougherty has applied for membership in the Produce Exchange to represent E. Lowitz & Co. of Chicago on the floor of the exchange. He has been connected with the local office of this concern for 11 years.

Buffalo, N. Y.—The Leeson Grain Co. is entirely out of the grain business. Our firm is not a new firm, we merely resumed business after a period of three years during which time our corporation was associated with the Leeson Grain Co.—Berend J. Burns, Inc.

Niagara Falls, N. Y.—The Niagara Falls Milling Co.'s 4,000-bbl. mill was damaged by fire on Oct. 22; loss, \$20,000. It is reported that a stalled freight train on a nearby track delayed the firemen and thus caused most of the loss. Operation of the mill was not seriously hindered by the fire.

NORTH DAKOTA

Rogers, N. D.—The Farmers Elvtr. & Mercantile Co. has put in a new cleaner.

Minot, N. D.—The Farmers Elvtr. Co. here has improved its equipment by the addition recently of a new cleaner.

Crosby, N. D.—The Crosby Farmers Grain Co. is erecting an addition to its elevator, to have a capacity of 12,000 bus.

Cavalier, N. D.—The Farmers Elvtr. Co. has bot the old Mill elevator, as it is known locally, for \$6,000. John Hurley is the manager.

Duane Siding (Ellendale p. o.), N. D.—A new cleaner has been added to the equipment of the Farmers Co-op. Elvtr. Co. at this point.

Granville, N. D.—The Farmers Elvtr. Co. of this place recently replaced its gasoline engine, that had seen service for 24 years, with electric power equipment.

Max, N. D.—The Farmers Elvtr. Co. recently installed electric motors in its second elevator here, having equipped the other house with electricity previously.

Ruso, N. D.—Farmers of this locality have organized the Farmers Elvtr. Co. and bot one of the elevators here. They are acting as buyers of their own crops this year.

Sheyenne, N. D.—The Equity Elvtr. & Trading Co. has awarded contract to the T. E. Ibberson Co. and the work is now in progress for the erection of large coal, flour and feed sheds.

Wing, N. D.—While oiling the machinery at the head of the elevator at the Farmers Elvtr. Co.'s plant, the ladder on which Ben McCluskey, manager, was standing slipped and he fell, breaking his leg in two places.

Rugby, N. D.—E. C. Umbreit, manager at Armourdale (Rock Lake p. o.) of the Armourdale Equity Co.'s elevator for several years, is now managing the Imperial Elvtr. Co.'s house at this point.

Grand Forks, N. D.—New members of the Farmers Grain Dealers Ass'n admitted during September were the Farmers Grain Co. of Glen Ullin and the Farmers Equity Elvtr. Co. of Wellsburg.

Napoleon, N. D.—Three local elevators have started construction of additional storage, brick and tile tanks, each to be 28 feet in diameter, 35 feet high, to have a capacity of 16,500 bus. each. Each elevator is erecting a tank.

Belfield, N. D.—An up-to-date elevator, capacity 35,000 bus., is under construction here for the Farmers Union Elvtr. Co. by the Hogenson Const. Co. The house will be 95 feet high, 30x35 feet; storage bins will be 55 feet high.

Driscoll, N. D.—J. E. Tierney, Inc., incorporated; capital stock, \$25,000; incorporators: J. E. Tierney, E. M. Tierney, P. M. Lathrop, all of Driscoll; to engage in the elevator business. J. E. Tierney bot an elevator about a year ago.

Bisbee, N. D.—The installation of new electric motors, among other improvements, has been made recently by the Farmers Elvtr. Co. of this place. The company claims that the year just closed is the most successful one it has ever had.

Pickert, N. D.—C. A. Skele, manager of the Farmers Elvtr. Co.'s elevator at Finley, N. D., has leased the Farmers Elvtr. Co.'s house here for the season, retaining Milo Braaten, who has been buyer for the Pickert elevator for a number of years, as manager.

Sharon, N. D.—Carl Sorum, the new manager of the Farmers Elvtr. Co.'s elevator here since July, was county sheriff located at Hillsboro previous to coming here. He has installed a feed mill at the elevator, made a number of repairs and has added a list of merchandise handled at the elevator.

Sheyenne, N. D.—The Sheyenne Co-op. Elvtr. Co., will build a 45,000-bu. capacity annex in connection with its 50,000-bus. three-year-old elevator, to consist of 8 flat-bottomed bins, using a 12-inch spiral conveyor at the bottom of same into the old elevator, this conveyor to be driven by a 5-h.p. type H A C Fairbanks-Morse Enclosed Motor. A 7½-inch well casing direct spout takes the grain from the elevator into the top of the new annex where a Gerber No. 4 is used to distribute it into the different bins. This new annex will be iron clad on both walls and roof, as is the old elevator. The foundation will consist of a solid concrete slab with steel reinforcement. The T. E. Ibberson Co. built the new elevator three years ago and has the contract to build the annex.

OHIO

Sullivan, O.—The Myers elevator has installed a No. 1 belt driven Haines Feed Mixer.

Ottawa, O.—The Ottawa Grain Milling Co. recently installed a No. 3 motor driven Haines Feed Mixer.

Tippecanoe City, O.—A hammer mill has been installed in the feed department of the Detrick Grain & Milling Co.

Kenton, O.—W. B. Gramlich, is installing a Sidney Sheller and other equipment, furnished by the Sidney Grain Machinery Co.

Chatfield, O.—The Chatfield Equity Exchange has purchased a Hocking Valley Hammer Mill and Feeder. The Sidney Grain Machinery Co. has the contract.

Malinta, O.—Roscoe Russell, manager of the Farmers Elvtr. Co.'s elevator at this place, has resigned his position to become supt. of schools at Westhope.

Toledo, O.—The Toledo Grain & Milling Co., whose mill burned last July, is erecting a five-story grain storage warehouse, 26x91 feet. Plans are being made for rebuilding the mill.

Duval, O.—The Teegardin Grain Co. is expecting to install feed grinding machinery some time in the near future and hopes to do custom grinding for its customers.—E. O. Teegardin.

Ada, O.—The Farmers Co-op. Grain & Supply Co.'s elevator is reported to have opened again under new ownership. The part of the house that was burned several years ago was recently rebuilt.

Deshler, O.—A new dust collector has been installed at the Farmers Elvtr. Co.'s elevator here and the machinery prepared for the new corn crop. Manager Krohn runs this elevator.

Custar, O.—Another sheller and cleaner are being installed at the Custar plant of the Deshler Farmers Elvtr. Co. A cob burner has also been built patterned after the one at the company's Deshler plant.

Octa, O.—The Octa Grain Co.'s elevator burned Oct. 14; loss, \$15,000. Wheat to the amount of 3,000 bus., also 500 bus. of oats were destroyed. It is reported that the elevator was owned by the Milledgeville Bank.

Fostoria, O.—The office of Sec'y Latchaw, of the Ohio Farmers Elvtr. Ass'n, will be moved from Defiance, Ohio, where it has been for more than 13 years, ever since the organization of the ass'n, to Fostoria on Nov. 1, or a little later.

West Fairport (Painesville p. o.), O.—The elevator here, which is the property of the West Fairport Whse. & Elvtr Co. was leased on Sept. 1 to the Valley Camp Coal Co. of Cleveland and will be operated by this company. It will be known as the Valley Camp elevator.—X.

Fairport Harbor (Painesville p. o.), O.—The export elevator here for the past four years, up until Sept. 1, 1929, was leased to the Jenkins Steamship Co. and was known as the Jenkins Elvtr. Co. The lease was cancelled on Aug. 31 and the company discontinued operation of the elevator.—X.

Sunbury, O.—In regard to consolidation, the report is a false alarm. There has been no consolidation. We do not understand how such a report became current.—G. J. Burrer & Sons, Karl O. Burrer, mgr. [The report referred to was in the daily press and was to the effect that the Condit (O.) Farmers Elvtr. Co. was considering merging with G. J. Burrer & Sons.]

West Lafayette, O.—The Farmers & Merchants Supply Co., of Coshocton, O., is reported to have bot the mill, equipment and warehouse of the Hanley Milling Co. here. T. J. Hanley started in the milling business at Coshocton in 1891 (which plant has also been sold) and years later his company bot its present plant at Mansfield, where it will now concentrate its activities. R. C. Curtis is the head of the farmers company.

OKLAHOMA

Stillwater, Okla.—The Shannon Grain & Seed Co. recently put in a No. 1 motor driven Haines Feed Mixer.

Ponca City, Okla.—Fire caused by hot bearings slightly damaged the mill plant of the Ponca City Milling Co. on Sept. 27.

Sentinel, Okla.—The Farmers Co-op. Elvtr. Co. has appointed Marvin Quattlebaum, manager of its elevator to succeed J. M. Gregory, resigned.

Bluejacket, Okla.—The Russell Grain Co. is installing a new meal mill at its elevator here, in order to supply Bluejacket and Welch, Okla., with meal.

Muskogee, Okla.—J. C. Wenderoth, manager of the Arkoma Grain Corp.'s new elevator here (headquarters of the company are at Ft. Smith, Ark.), died on Oct. 7, at the age of 34 years.

Lawton, Okla.—We only lost our coal bin [in a fire on Sept. 25, reported in the last number of the Journal], from spontaneous combustion; fully insured. We just finished installing a hammer mill with grain bins.—Chickasha Milling Co., by J. E. Gigoux, agt.

Hugo, Okla.—A new concern here is the Margrave Milling & Grain Co., in which Mayor R. D. Margrave is associated with W. H. Downen & Sons, elevator operators of Windom, Tex., in the operation of the plant, which will manufacture livestock feed and grind corn meal, in addition to handling grain and hay.

PACIFIC NORTHWEST

Sequim, Wash.—The Clallam Grain Co. has reappointed J. O. Anderson as its local manager.

Post Falls, Ida.—The Post Falls Grain & Mill Co., a new concern here, handles grain, feed, flour, hay and coal.

Lewiston, Ida.—Charles Stipe of La Crosse, Wash., has been appointed district agent for the Pacific Coast Elvtr. Co. here.

Inkom, Ida.—Our country elevator at Inkom burned on Oct. 10; complete loss; fully covered by insurance.—Globe Grain & Milling Co., Ogden, Utah.

Ashton, Ida.—The new manager of the Kayville-Layton Milling Co.'s plant here, the elevator and warehouse having recently been opened, is George Wilcox, formerly of Kayville, Utah.

Hansen, Ida.—R. H. Smith Co., incorporated; capital stock, \$25,000; incorporators: E. N. Pettygrove, O. S. Hannebaum, R. H. Smith. The company expects to ship 100 cars of beans annually.

Seattle, Wash.—It is rumored that an elevator is being considered here because it is said that much of the wheat is being diverted to Vancouver because of lack of storage space at Seattle.

Moscow, Ida.—The Mark P. Miller Milling Co., Harry Bush, manager, is reported to have filed suit against the Milwaukee Grain Elvtr. Co., of which H. C. Stivers is the local manager, alleging failure to deliver wheat it had purchased.

Orofino, Ida.—The Orofino Rochdale Co. hurried the construction on its new elevator (reported as being erected in the Aug. 10 Journal) in order to be able to handle the new crop of grain, which it did, **having been in operation** now for several weeks.

Tacoma, Wash.—Fire, said to be caused by dust explosion, broke out on the top floor of Mill C at the Sperry Flour Co.'s mills here recently, but the automatic sprinkler kept the fire from spreading until the fire department arrived. The damage from water was greater than that from fire, much valuable machinery being flooded.

Spokane, Wash.—The Boyd-Conlee Co.'s grain storage plant is being reconstructed and is expected to be completed by November. The concrete workhouse, that takes the place of the structure that burned last July, is 32x40 feet, 140 feet high. The 50-foot base was of concrete and fireproof and was not damaged in the fire. When completed the storage capacity will be 210,000 bus. The building is being so constructed that additional storage can be added at any time.

PENNSYLVANIA

Greencastle, Pa. — Omwake Bros.' elevator is having a frame addition put on, to be 17x28 feet, and to house the corn sheller and other machinery.

Philadelphia, Pa.—Among recent applicants for membership in the Commercial Exchange is Jacob Rubinoff, grain and millfeed dealer of Vineland, N. J.

Pittsburgh, Pa.—We are quitting the grain business. Our action became necessary due to the Pennsylvania Railroad Co. having taken over this property. We had hoped to be able to locate elsewhere, but have been unable to find a site suitable for our purposes.—R. S. McCague, Ltd. [R. S. McCague died in 1916; the business was established in 1872.]

Philadelphia, Pa.—In connection with the opening of the new securities division of the Commercial Exchange on Oct. 1, the board of directors has provided for associates of the exchange, each of whom is required to pay a moderate yearly charge, which has been fixed at \$100 to Feb. 1, 1930. These associates will be required to have their orders executed by qualified members but will have the privilege of dividing commissions with such members in all business done thru them.

SOUTH DAKOTA

Sioux Falls, S. D.—The Sharp Elvtr. Co. has installed an electric truck dump with rear end control.

Huron, S. D.—The Huron Grain & Coal Co. recently had the Leathers-Hurle Const. Co. reset and repair its scales.

Sisseton, S. D.—Dr. J. R. McHugh, of Bigstone City, S. D., will open a health flour and breakfast food mill here soon.

Elk Point, S. D.—M. J. Robertson, manager of the local J. J. Mullaney elevator for the past four years, has severed his connection with that concern and taken a position at the Ed Manning elevator, also of this place. Mr. Richardson of Hawarden has taken charge of the Mullaney elevator.

Chamberlain, S. D.—Chamberlain Grain Co., incorporated; capital stock, \$100,000; incorporators: W. H. Dinehart, P. E. Dinehart, L. L. Vashing.

Bruce, S. D.—The Farmers Elvtr. Co. had its elevator, coal sheds and offices renailed and painted. The work was done by the Leathers-Hurle Const. Co.

Hot Springs, S. D.—The Midwest Milling Co. is about to enlarge its plant here and install some new machinery. A track warehouse will also be added and a retail feed store. M. J. Scanlan is to be added to the mill force and be associated with Roy Cuckler, the present miller.

Crooks, S. D.—Crooks Grain Co., Inc., incorporated; capital stock, \$25,000; incorporators: Hemming Tideman, D. M. Carpenter and Ole Gunderson, of Renner; T. B. Johnson, of Sioux Falls, and John E. Pearson, of Ellis. The Crooks Grain Co. has been doing business for years.

Melham, S. D.—The Dakota Farmers Elvtr. Co., altho its house is practically filled with grain, has been forced to suspend business by its principal creditor, the Atwood-Larson Co., grain commission merchants of Minneapolis, who hold a mortgage on the house for \$10,000, and it is said that the company will start foreclosure proceedings. The grain is being shipped out.

TENNESSEE

Franklin, Tenn.—W. H. English & Son, local grain dealers, have leased a warehouse to the Nashville Warehouse & Elvtr. Co.

Memphis, Tenn.—The Taylor Grain Co., incorporated; capital stock, 200 shares at \$100 and 200 shares of no par value; incorporators: G. T. Taylor, A. H. Dickson and J. B. Claunch.

Martin, Tenn.—The Southern Milling Co., incorporated; capital stock, \$25,000; incorporators: J. C. Reed and Lora F. Hall, of Jackson, Tenn., and G. W. Monroe, of Dyersburg, Tenn.; the company has bot the old American Mills here and will enlarge same for the manufacture of flour, cornmeal and mixed feeds.

Memphis, Tenn.—W. L. Richeson & Sons, of New Orleans, La., are establishing a branch office here in the Cotton Exchange Building; with Charles B. Bowling, who will also be a vice-pres. of the company, in charge. Mr. Bowling was formerly traffic director of the American Cotton Growers Exchange in this city, and has been associated with various organizations in a similar capacity. The Memphis office of Richeson & Sons will be a clearing house in the Mississippi Valley for the company's business.

TEXAS

Marshall, Tex.—The Marshall Mill & Elvtr. Co. is installing a hammer mill with a 75-h.p. motor.

Ablene, Tex.—The Texas Mill & Elvtr. Co. has increased its capital stock from \$75,000 to \$150,000.

Hitchland (Gruver p. o.), Tex.—The Guymon Equity Exchange will install a feed grinder in the near future.

Kress, Tex.—The elevator and warehouse roofs of John W. Elliott were damaged by heavy hail and wind on October 10.

Waco, Tex.—The Central Texas Farm Products Co.'s plant at this point has begun operations. Its capacity is 10 carloads of mixed feeds.

Bovina, Tex.—A 20,000-bu. elevator is being erected here by J. B. Ridling, grain dealer, to be of up-to-date equipment and ready to handle grain this fall.

Gruver, Tex.—The Chapman Milling Co., Dan Shrader, mgr. of the elevator, is reconstructing eight large grain tanks at the elevator and making some other improvements.

Galveston, Tex.—Jose Reimer has succeeded Frank Ryder as superintendent of the Sunset Elevators here, Mr. Ryder having resigned after serving in that capacity for many years.

Galveston, Tex.—The Southern Pacific Steamship Line's \$1,000,000 elevator was threatened by fire recently which destroyed a machine shop near by. The elevator was filled to capacity, which is 800,000 bus., and was only saved by great effort on the part of the firemen.

Dallas, Tex.—Redfield Grain Co., Inc., incorporated; capital stock, \$3,000; incorporators: C. L. Alexander, W. R. Weir, J. Robertson. The company does a retail and brokerage business.

Edinburg, Tex.—Burglars wrecked the safe of the Valley Star Seed & Grain Products Co. here recently, perhaps because they only found a few stamps in it, and it had been left open, besides.

Port Arthur, Tex.—The Chamber of Commerce is reported to have requested that the Kansas City Southern R. R. enlarge its grain elevator here so as to be able to accommodate 2,000,000 bus. of grain.

Ft. Worth, Tex.—W. L. Newsome has been named by the board of directors as first vice-pres. of the Texas Grain Dealers Ass'n since Jules W. Jockusch, elected first vice-pres. at the annual meeting last May, has found it impossible to serve.

Temple, Tex.—A. B. Crouch, formerly of this city, charged about 13 years ago with swindling banks here out of \$150,000 on forged grain Bs/L, is reported to have been taken into custody in New Zealand recently. At the time of the alleged swindle, he was in the grain business here, and officers have hunted the world for him during the intervening years. He is said to be fighting extradition now.

If You Have Tried Fort Worth

You know what a real grain market it is. If you haven't you should.

Try any of these Grain and Cotton Exchange Members:

Transit Grain & Commiss'n Co.

Consignments, Brokerage

Uhlmann Grain Co.

Domestic, Export, Futures, Consignments

J. S. Bache & Co.

Grain and Cotton Futures

James E. Bennett & Co.

Grain, Stocks, Provisions

Kimbell Milling Co.

Exporters, Grain Merchants, Public Storage

Mullin-Brackett Grain Co.

Strictly Brokerage and Consignments

E. M. Rogers Co.

Strictly Brokerage and Consignments

Smith-Ingraham Grain Co.

Domestic, Export Grains, Consignments

Southwest Grain & Comm. Co.

Brokerage and Consignments

Tillery Grain Commission Co.

Wheat Consignments Our Specialty

Dimmitt, Tex.—We plan to increase our capital stock to \$40,000 and build another unit of 40,000-bu. capacity, equipped with all the latest grain handling and conditioning machinery.—Castro County Grain Co., Clarence O. Byrnes, pres.-mgr.

Farwell, Tex.—The Farmers Grain Co., whose elevator burned in September, has let the contract to the Star Engineering Co. for the construction of a 30,000-bu. elevator which will be divided into 10 main bins and equipped with a 10-bu. automatic scale and a fast handling grain system thruout. In addition to the main elevator there will be a warehouse 24x100 feet with a large three-room office built in the end of the warehouse. Ball bearings will be used thruout.

WISCONSIN

Marathon City, Wis.—Fire of electrical cause damaged the motor in the elevator of Paul Rajek on October 12.

Appleton, Wis.—The Liethen Grain Co. is reported to be contemplating the erection of a \$60,000 feed and grain warehouse here.

Superior, Wis.—It has been reported that the Barnes-Ames Co. of Duluth, Minn., planned the construction of a large elevator here next spring, but officials of the company deny that such is the case.

Marathon, Wis.—A. H. Ruddy is the new manager of the Marathon elevator for the Northern Milling Co., of Wausau, which bot the elevator a few months ago. C. G. Hooker, former manager, is now with the Wausau Mill.

Milwaukee, Wis.—Chamber of Commerce corporation membership privileges have been granted to the E. J. Koppelman Co., and firm membership privileges of Hensley & Owen canceled at their request, the firm having dissolved.

Milwaukee, Wis.—The ballot of the Chamber of Commerce was cast, at its regular monthly meeting on Oct. 15, as opposed to any program of calendar reform as proposed in Referendum No. 54 of the Chamber of Commerce of the U. S. A.

Superior, Wis.—The Listman elevator, as that part of the local plant of the Duluth-Superior Milling Co. is called, caught fire on Oct. 16, supposedly from spontaneous combustion in the drying room, and proved quite stubborn, despite the work of the automatic sprinklers. About 100,000 bus. of wheat was damaged by smoke and water and the machinery in the drying room was ruined. The loss had not been determined at last report.

Senate Still Strong for Debentures.

The export debenture plan has again been approved by the senate, this time as an amendment to the tariff bill. The amendment introduced by Senator Norris of Nebraska, carried 42 to 31 thru a Democratic-Radical combination.

That the feature will be eliminated in the conference stage seems certain because of action taken when the plan was incorporated in the Agricultural Marketing Act, known as the farm relief bill. At that time Pres. Hoover definitely announced opposition to the proposal and should the amendment get by the house the President, it seems certain, would veto the entire tariff bill.

The present proposal provides for the issuance on agricultural exports by the sec'y of the treasury of debenture certificates equal to half of the import duties on such products. On processed farm products, such as flour, the debenture certificate would be equal to the amount of the certificate had the products themselves been exported.

The Federal Farm Board would be authorized to declare when the plan should be made effective to keep agricultural commodities on a parity with industrial prices. The debentures would be redeemable at custom agencies for not less than 98% of their face value.

As protection "from undue stimulation of production" a sliding scale reducing the value of the debentures, if production increases, is provided. There would be no reduction of the value of the certificate for an increase in production of less than 20 per cent of the 5-yr.

average; an increase in production of from 20 to 40% would mean a decrease in the value of the debenture by 20%. The decrease scales until at an increase in production of 90% there would be a decrease in the value of the debenture of 99%. The farm board would be made the judges of facts and application of the amendment.

The senate has defeated proposals to limit the tariff bill to agricultural commodities by a decisive vote.

Farm Board Progress.

Final approval of the constitution and by-laws of the Farmers National Grain Corporation was scheduled for the meeting of the organization's com'te with members of the Federal Farm Board at Chicago Oct. 25. Employment of "a wizard in the grain trade" to act as general manager and to establish headquarters in Chicago at once is considered the problem of the Board and Corporation. Chairman Legge has announced that the Board hopes to have the Corporation functioning by Nov. 1.

The Corporation will have branch offices in the principal grain centers of the United States and eventually sales representatives are scheduled to go to foreign posts.

Announcement that the Board would loan up to 16c a lb. on cotton was made Oct. 21. A loan which merely meets the market price can be obtained by any producer who is a member of a co-op recognized in the Capper-Volstead Act. The liberality of the loan stirred comment in Washington and was considered a reply to radical critics of the Board.

The Midwest Grain Marketing Ass'n, known as the Nebraska-Wyoming Pool, received approval of a \$40,000 loan, supplemental to a loan received from the intermediate credit banks.

The first announcement as to commodity classifications made the following divisions:

Cotton.
Dairy products, including fluid milk, cream, cheese, condensed milk, butter, ice cream, evaporated milk, whole and skim milk powder.
Grains, including wheat, rye, corn, oats, barley, flax, grain sorghums and buckwheat.
Rice.
Livestock.
Wool and mohair.
Tobacco.
Poultry and eggs.
Seeds, including alfalfa, clover, timothy, red top and other field seeds.
Potatoes.

Some confusion has arisen in the vegetable classifications and then there is the problem of rabbits: should they be classed as poultry or livestock? About 10 more commodities probably will be designated.

That co-ops which run into hard competition from strong private sources may expect help from the Board was announced when the Board loaned \$400,000 to the Ohio Farmers Co-operative Milk Ass'n of Cleveland. The Ass'n reported Cleveland in the grip of a milk price war in which the National Dairy Products Corp. had cut the price of milk to 11c a quart. The cut resulted in embarrassment for members of the co-op, its officials said in their appeal to the Board.

Plans for a \$1,000,000 co-op and sales agency to "control live stock from the farm to the packing house, and to pool their forces and to strengthen their bargaining power." The co-op is planned as a unification of the various farm marketing organizations in the live stock field at the present time.

An interesting question of the effect of dumping, if any is engaged in by the Board or any of its agencies, on American industry has been raised by N. V. M. Witsenburg, a Holland flour importer. He asks if dumping of wheat in Europe would not give the European miller an advantage and if the finished products of farms in America can be sold in Europe if the raw products are to be dumped at figures below the domestic price.

The Grain Corporation

By B. W. SNOW, IN THE FARM JOURNAL.

If the Farmers National Grain Corporation is organized and ready to get into action soon, it will find a very moderate wheat crop surplus in the United States, and a heavy world deficiency in the new crop. Instead of being launched into a buyer's market, with a supply above all needs and wheat hard to sell, it will begin to function in a seller's market where demand outruns supply. Under these conditions the ability to control the volume of actual wheat and to merchandise it in a market where there are more buyers than sellers ought certainly to carry with it the power largely to determine prices.

In addition to this general underlying situation, there is another immediate factor that has an important bearing, because it decreases the burden of cash wheat that the Grain Corporation must carry in order to maintain control. The present wheat crop of the United States has been shipped from the farm and is in storage at the terminals to an extent perhaps never before equaled.

This rush to market direct from the combine or the thresher was in volume far beyond the immediate needs or buying power of consumers. Hence the buying of wheat to store and carry became an attractive speculative venture. A large part of the enormous wheat visible in United States primary markets is made up of wheat bot at a discount under futures, and hedged for delivery in December or May at a price that includes all storage carrying charges. This wheat will not come upon the market until and unless consumers are prepared to pay a price that nets the holder a profit above the carrying charge.

Thus, when the export demand comes in, it will have to be filled largely out of current arrivals as far as possible. If, therefore, the Grain Corporation is ready to take on such receipts as they arrive, it goes into a position where it can dictate the export price, at least as long as the foreign buyer can not satisfy his needs in any other market.

The Grain Corporation is therefore protected in the beginning from competition with a large part of the current visible supply, with the burden only of taking care of the small new current arrivals, to be doled out to the export buyers.

It thus appears to me that for the present year at least, a grain corporation organized at once would be in a position, under intelligent and conservative leadership, largely to determine the course of wheat prices in this country.

Farm Board Confirmed by Senate

Members of the Federal Farm Board received the confirmation of the senate by decisive majorities on Oct. 16 and legislation for the Hoover administration's farm relief program has been completed. Confirmation of the members was assured when Senator Robinson, Democratic leader, announced he would vote for the nominees as he believed entire responsibility for the board should rest upon Pres. Hoover.

Opposition centered upon Chairman Legge, Samuel R. McKelvie, representing grain, and Carl Williams, representing cotton. The other members, Teague, Schilling, Denman, Wilson and Stone, were confirmed with but one dissenting vote—that of Blease, Democrat of South Carolina.

Five radical Republicans and eight Democrats, including those who have been the big noises for farm relief, voted against Chairman Legge and gave his connection with the International Harvester Co. as the reason.

The vote on McKelvie was 50 to 27 and on Williams 57 to 20.

The opposition assailed McKelvie because of his alleged belief that most of the help in the grain belt must come from the farmers them-

selves. Southern Democrats who opposed Williams said he lacked proper views on boosting the price of cotton.

Chairman Legge's First Speech.

If the present farm relief movement does not bring greater prosperity to agriculture farmers will be goaded into more radical measures, Chairman Alexander Legge of the Federal Farm Board told 950 industrialists Oct. 23 at the sixth congress of major industries at Chicago sponsored by the University of Chicago and a group of 20 assn's of business men.

The speech was the first made by the chairman other than statements made under Farm Board auspices.

Mr. Legge said the Board had been receiving sympathy for "the panning it received from the senators down in Washington," but he added that there was nothing to that.

His address in part follows:

You can't blame the farmers for backing radical blocs. Those blocs represent distress at home. If we remove the distress we remove the radicalism. If we don't, we'll see radicalism in the future that is going to be worse than that we've had in the past.

Agriculture has been lost in the shuffle. Nobody has ever done much for the farmer. One of our statisticians has discovered that of all the recorded gifts and donations, seventeen billion dollars in a few years, and about \$2,800,000,000 last year, only about a million was directed to aid the rural population. To get any benefit even from benefactions the farmer has to move to town.

There is nothing in the federal farm board act that gives the farmer anything that labor, industry and finance don't have already. Our system has been to pass the costs of high labor on to the man who pays for the job. If it's a building the rent goes up and the man who pays the rent shifts it to somebody else. But finally it's all put on the man who can't pass it any farther—that's the farmer.

He is handicapped because he is independent and individualistic. Mass production on the huge farm is repugnant to the man who wants his own homestead. We're trying to leave him a producer on a small scale, but with a massed sales agency so he'll have better bargaining power in competition with other industry. He will eventually learn that to produce four bushels of grain and sell it at \$1.50 a bushel is better business than raising five bushels and selling it at \$1 a bushel.

Flow of goods to the market should be based on what the market has consumed in the past. Organizations that work this way make money. The producer should be able to sell what he wants to and to keep his surplus at home.

But there is efficiency to be considered. The consumer may have to pay more for some of his products. In St. Paul milk costs the consumer 12 cents a quart; in Chicago it costs 14 cents a quart. Yet the Minnesota farmer gets 30 cents a hundred more for his milk than the Illinois farmer. Obsolete methods of distribution have been done away with at St. Paul.

Six million cotton growers get less than \$300 a year in cash. That sort of thing must pass. I don't know whether we'll succeed in what we are trying to do, but if we don't you'll see progress made in some WORSE FORM. The American farmer is not going to be a peasant or a serf. Don't criticize him for his farm blocs. Give him your support now or face more radical measures in the future.

What the "farm relief" bill means. "I've read it 20 times and if you understand it you have me beat," replied Chairman Legge when questioned by a senate com'te as to whether he had read the bill.

Nebraska Managers and Farmers Meet at Lincoln

[Continued from page 545.]

of the state. In the contract which the pool offers to the local elevator where the community has twenty-five or more members to the pool the business of handling the grain is through a local handling committee of the Pool manager's selection.

Altho in the opinion of most of the managers the terms of the contract are not such that an elevator can profitably handle the Pool's grain the organization has signed up 191 elevators throughout the state. The contract allows a shrinkage of one-quarter of one per cent and a handling charge of from three to four cents per bushel. This handling charge covers all the expense that the elevator company must bear in the handling of the grain.

H. G. TAYLOR, manager of the Public Relations Section of the American Railway Ass'n of Washington, D. C., spoke on what the shippers and the railroads have accomplished by working together.

H. G. KEENEY, pres. of the Farmers Educational and Co-operative Union of Nebraska, spoke on the subject of co-operation between farm organizations and invited the members of the farmers' elevator companies to join the group which he represents.

OFFICERS elected for the Elevator Ass'n for the ensuing year are: J. S. Canaday, pres.; J. R. Morrison, vice-pres., and J. W. Shorthill, secy.

W. J. KUERT of the U. S. Dept. of Agri., delivered an address on the Farm Board.

LINCOLN NOTES.

H. M. Lehr represented the Grain Dealers' Fire Ins. Co.

St. Joseph receivers were represented by E. M. Loutch and T. E. Fennell.

Kansas City was represented by Luke J. Byrne, Jr., Marshall Bruce, F. J. Clute, F.

H. Callen of the Shannon Grain Co., Geo. Dunn, C. C. Randall, C. C. Ragan, and R. H. Wilson.

Omaha was represented by R. R. Becker and F. H. Hall of the Crowell Elevator Co.; R. A. Collier, Berney Holmquist, C. N. Ogden, R. W. Sage, Frank Sorensen, R. J. Southard, S. C. Vanskike, W. F. Watson, and J. L. Welsh.

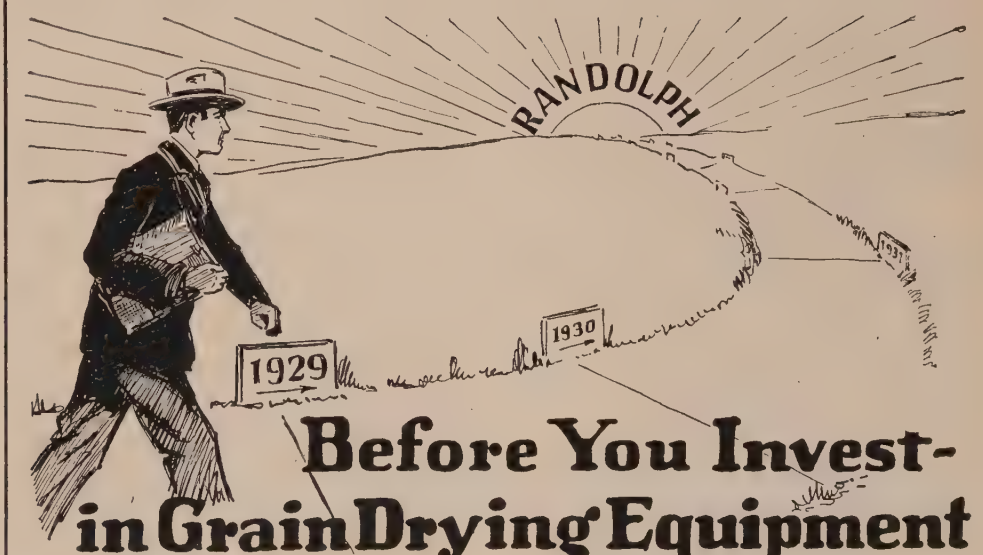
Elevator Owners Would Retain Railroad.

A temporary injunction restraining the tearing up of the railroad between Richland and Richland Junction, Mich., has been obtained by Charles B. Knappen, owner of the elevator at Richland and other shippers in that area.

The shippers also have asked the court to order restoration of service, citing that the Michigan Central is now operating a part of the line. Damages which the shippers claim they have suffered are also sought in the suit.

The Millers National Federation will hold the semi-annual meeting Friday, Nov. 22, in Chicago at a downtown hotel which has not been selected as yet. The program contains many features of unusual interest. Chairman Legge of the Federal Farm Board will address the morning session on "The Grain Marketing Program of the Board and Its Relation to the Flour Milling Industry."

Efforts to prevent all milling in bond in the U. S. by imposing a tariff of 42c a bu. on wheat to be milled in bond were defeated 39 to 25 in the senate. The proposal was made by Senator Walsh, Montana, and supported principally by senators from the Northwest, despite the large amount of milling in bond carried on in that territory. The Southwestern Millers League which won its fight compelling adjustment of preferential duties was not active in the last fight.



Before You Invest- in Grain Drying Equipment

—Look Years Ahead



When you buy Randolph Driers you buy Originality—never copies—and you are fully protected by patents.

Get all the facts! Settle your grain drying problems for all time to come. Judge your equipment by its permanence as a sound investment. Ask your friends in the trade. But first—send for the latest Randolph catalogue. It embodies the experience of a practical grain man and the best engineering principles. Write today!

O. W. RANDOLPH COMPANY
TOLEDO, OHIO, U. S. A.

Books Received

ANGOUMOIS GRAIN MOTHS are described, the great losses they cause in storage and transit told and measures of control are given in Farmers Bulletin No. 1156 of the U. S. Dept. of Agriculture. The moth is second to the rice or "black" weevil in its capacity to damage grain but the pest could be killed off or controlled effectively if farmers would support a campaign. Fumigants and their uses are described. Copies of the treatise may be obtained from the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C., at 5c per copy.

Field Seeds

LOS ANGELES, CAL.—H. L. Musser, former pres. of Aggeler & Musser Seed Co., died Oct. 20.

COLUMBUS, O.—The Livingston Seed Co. has purchased the property occupied by the Samuel Stevens Co.

MOORHEAD, MINN.—The Goldberg Seed & Feed Co. has purchased the old packing house plant which has been occupied for some time by an oil company.

SALINAS, CAL.—Aggeler & Musser Seed Co., Los Angeles, has purchased the John W. Mathys seed business here. N. K. Hazlett has been named manager.

NEW YORK, N. Y.—Crawford, Keen & Co. have announced the consolidation of their house in Buenos Aires with the business of their former shipper, W. E. Thomas.

GRAND ISLAND, NEB.—L. V. Lee, former county agent, has purchased most of the fixtures and equipment of the Platte Valley Seed Co. and will open a seed and feed store.

KANSAS CITY, MO.—An inter-collegiate grain judging contest is being sponsored by the Kansas City Board of Trade in connection with the American Royal Live Stock Show, Nov. 16.

SAN FRANCISCO, CAL.—Atlas, a new sorghum obtained from the Kansas Experimental Station at Manhattan, has given excellent results. The crop grew about 9 ft. high and is well headed and will yield well.

MADISON, WIS.—A. L. Stone, state weed commissioner, has issued a warning against planting untested seed. Indiscriminate seed purchases were condemned and farmers were warned that trading where the quality and purity of the seed is unknown is apt to prove expensive in weeds and losses in poor stands.

LINCOLN, NEB.—The Nebraska Crop Growers Ass'n has published a booklet containing the 1929 list of growers of pure seed of the best adapted varieties. Copies are issued free upon request to the Ass'n at the Agricultural College here.

BARBLESS BARLEY, a new variety for Wisconsin, is predicted by extension authorities to replace oats as a feed crop in the state within 10 years. Prof. Leith of the Wisconsin College of Agriculture states the digestible food returns are from 20 to 35% more than oats. The yield has averaged 57 bus. per acre in the various experiments. A heavy demand from all sections of the Northwest is seen.

EDWARDSVILLE, ILL.—An addition has been built to the plant of the A. & B. Feed & Seed Store and fitted out with machinery for cleaning seeds, including a clipper cleaner and two patented machines for removing buckhorn seed from clover. A small leg has been installed to serve these machines and line shafting and pulleys put in to operate them from a 5 h.p. Fairbanks-Morse inclosed motor.—L. C. Abenbrink.

MINNEAPOLIS, MINN.—Losses caused by the fact that 34% of the durum received in Northwest terminals during the last 5 years was mixed are the subject of the latest drive of the Northwest Crop Improvement Ass'n. The mixed durum was penalized about 4c a bu. An additional loss is shown in the 19% of the receipts which were degraded from No. 1 to No. 2 because of this mixture and were further penalized 2c a bu. Farmers are being urged by the Ass'n to plant pure, clean seed on clean land.

FORT COLLINS, COL.—Charges made last year for testing seed by the Colorado State Laboratory have either been eliminated or reduced to nominal ones as the result of appropriations to the work by the state legislature. The first 5 samples submitted in any year by any individual or firm will be tested free and succeeding samples will be charged for at 25c for purity and germination and 15c for germination. Anna M. Lute is the seed analyst. Money must accompany the samples and if only one or two samples are submitted coin may be enclosed with the seed.

PROGRESS WHEAT, a new semi-hard variety claimed to be excellent for the manufacture of pastry flour, will be grown on a large scale in Wisconsin next year, declares Prof. R. A. Moore of the state experiment service. The new variety, backers state, will bring wheat growing to a more prominent place than it has held for many years in the state. It has nearly doubled Marquis yield on identical soil and under identical conditions. Seed will be available in large quantities for the first time in the 1930 crop. Carloads are being assembled in some districts for the first time.

OTTAWA, ONT.—The Canadian Seed Trade Ass'n has joined other interested groups in asking an investigation by the Provincial government of the failure for 3 consecutive years of the alfalfa seed crop. Prior to 1926 the alfalfa seed crop was an important one in that province. The yield at times ran as high as 12 bus. per acre and in some instances farms were paid for by one crop. Since 1926 the average has been less than 2 bus. per acre. Some blame the weather, others the bees, and still others maintain handling methods are at fault. The general failure for 3 consecutive years indicates that none of these explanations is entirely satisfactory.

CRYSTAL CITY, TEX.—Contracts have been let for the erection of a building to be leased to the Reuter Seed Co. Plans of the company to locate a branch at this place were announced in a previous issue of the Journal.

Meeting of Colorado Seedsmen

Good attendance marked the annual meeting of the Colorado Seedsmen Ass'n held in the El Capitan Hotel, Rocky Ford, Colo., Oct. 5. The meeting was preceded by an auto trip which gave members an opportunity to view crop conditions. Those from the northern part of the state met southern members at the Congress Hotel, Pueblo, for lunch and then drove to Rocky Ford.

R. H. James of Rocky Ford was elected pres.; W. P. Stubbs, Denver, was named vice pres. and Charles I. Simpson, Denver, was chosen sec'y-treas.

The Rocky Ford seedsmen were praised as hosts and the meeting was declared a great success. One of the purposes of the meeting was to interest seedsmen of the Rocky Ford district in the Ass'n and the response was gratifying, officers reported.

Seed Trade Conference Dec. 17

Authorization of a Trade Practice Conference for the wholesale field and grass seed industry has been given by the Federal Trade Commission. The Conference will be held Dec. 17, at the Congress Hotel, Chicago.

Coming as a purely voluntary effort on the part of the industry to help itself, all interests may anticipate much good to result from the meeting, says George O. Smith, executive sec'y of the Farm Seed Ass'n of North America. Frank, open discussions of the problems resulting from illegal and harmful trade practices unquestionably will appeal to the members of the industry.

In announcing plans for this meeting, the Farm Seed Ass'n of North America, thru Mr. Smith, explains that the Trade Practice Conference "is a Conference of all phases of an industry, purely voluntary in nature, held in co-operation with the Federal Trade Commission representing the public interest, for the purpose of identifying the unfair and unlawful practices of the industry which the industry itself desires to have effectively eliminated. Such practices are unfair methods of competition. They operate to the serious detriment of the industry itself and to the users of the product."

"The coming Trade Practice Conference will deal only with the unlawful practices now existing in the field and grass seed industry and will take suitable action effectively to eliminate them from the future business of the industry. No consideration will be given or reference made to the practices of any single individual, firm, corporation or Ass'n. The Conference considers the situation from the standpoint of the industry as a whole. It does not permit the mention of individual names in connection with past transactions."

Maharg Against Holding Wheat

A former president of the Saskatchewan wheat pool sees grave dangers in holding back wheat.

"Unless we get rid of this year's crop before the next comes along we might as well give it away," says J. A. Maharg, formerly chief of the Saskatchewan pool and now general manager of the Pacific Terminal Elevator Co.

The elevator man pointed out the advantages formerly obtained from the May market by getting as much wheat as possible beyond the lakehead before the freeze-up. The present situation, he said, was caused to some extent by the holding back of some of the 1928 crop.

Expressing his opinions at Calgary, Mr. Maharg declared that if some of the money expected for the present crop does not "get here pretty quick a lot of business people will have no use for it."

He said a compulsory pool would wreck the pool.

Directory

Grass and Field Seed Dealers

AMARILLO, TEXAS.

Hardeman-King Co., field seed merchants.

BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

CHICAGO, ILL.

Kellogg Seed Co., John L., field seeds.

CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.

Rudy-Patrick Seed Co., field seed merchants.

LIMA, OHIO.

Ackerman Co., The, wholesale grass field seeds.

LOUISVILLE, KY.

Louisville Seed Co., seed merchants.

MILWAUKEE, WIS.

Courteen Seed Co., field seeds.

North American Seed Co., wholesale grass & field seeds.

MINNEAPOLIS, MINN.

Northrup King & Co., field seeds.

ST. JOSEPH, MO.

Mitchellhill Seed Co., wholesale field seeds.

ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.

Mangelsdorf & Bros., Ed. F., wholesale field seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

Managers and Farmers Meet at Lincoln, Neb.

The 10th annual convention of the Farmers Managers Ass'n and the 27th annual meeting of the Farmers Elevator Ass'n of Nebraska were held jointly on Oct. 17, 18 and 19 at the Lincoln Hotel, Lincoln, Neb.

M. L. CRANDALL, of Nebraska City, pres., called the manager's session to order at 1:30 p. m.

The Rev. B. F. Wyland of the Plymouth Congregational Church invoked divine guidance.

F. D. EAGER, pres. of the Chamber of Commerce, welcomed the visitors; and response was by Pres. Canaday.

JOHN W. SHORTHILL, Omaha, made his report as sec'y, and also said: The managers' ass'n was organized to assist the state ass'n and the farmers' elevator movement and is in no sense a labor union. It has in its ten years of existence been a big help to the state officers.

I ask for a larger attendance at the mid-year meeting of the managers and stress the fact that the managers who attend the meeting should attend the sessions.

In closing Mr. Shorthill advocated the appointment of a manager to attend the sessions of the Central Western Shippers Advisory Board in the behalf of the elevator managers.

PRES. CRANDALL: In the early days of the group it met separately and suspicion arose as to what took place at the managers' meetings so that it was decided to hold the meetings in conjunction with the state ass'n. The object of the managers' ass'n in brief is to help its members solve the problems that are peculiar to them, to present new ideas and to promote better business methods.

F. S. BETZ, Chicago, Ill., read a paper on "Let Us Give Due Credit to Our Managers," which is published elsewhere.

The following officers of the Managers Ass'n were elected: Pres., M. L. Crandall, Nebraska City; Vice-Pres., E. P. Hubbard, Juniata; Directors, A. E. Hoare, Monroe, M. S. Pierson, Osceola, W. B. McMullen, Benedict, to succeed S. G. Manning of Exeter, who resigned because of ill health.

MR. ANDERSON, Crete: Under the present terms of the Pool's contract my company can not afford to handle the wheat of the Pool.

E. P. HUBBARD, Juniata: A representative of the pool called on my company and talked to some of the directors and told them he would be back the next week. The man returned and talked with me and I told the gentleman that I would recommend that the board not sign the contract for the reason that the history of pools has not shown them to be a success and I did not wish the pool to go about the community using the contract with the signature of my company on it as a lever for obtaining members.

W. A. AIKINS, Oxford: If the pool intends to shoot square why pay prices varying from 3 to 4 cents to various elevators in the same community for handling grain? Why not one price to all?

FRANK CHAPIN, McCool Junction, said that his firm operates a large and a small truck. The larger one is used to haul cattle and hogs to Omaha and freight on the return trip as well as for general deliveries about the community. He said he believed that the trucks were business builders and that they gave him a nice profit.

CHAS. PEITSCH, Hampton: We have done a good deal of grinding at Hampton, but the rate is too high for us to make a large profit. We do find that a feed mill is a help

to us in selling commercial feeds. Under the present rate of power we can make a good profit with a large volume.

Delegates who spoke were in favor of retaining their mill as it helped to create a demand for commercial feeds.

The Farmers Elevator Ass'n sessions began at 7:30 p. m., of the first day with an illustrated lecture by Dr. Condra of the University of Nebraska on "Nebraska and Its Resources."

GEORGE JACKSON, sec'y of the Nebraska State Fair, was the final speaker of the evening. Mr. Jackson in his talk told how Nebraska has grown from a barren prairie 75 years ago to one of the foremost agricultural states in the Union.

Friday morning's session was called to order in the student activities building of the Agricultural College, Dean Burr welcoming the delegates, and Vice-Pres. J. R. Morrison of Chappell expressing thanks for its courtesies.

HAROLD HEDGES of the State College of Agriculture was the next speaker of the session and his topic was the "Financial Showing of Nebraska Farmers Elevators." Mr. Hedges said that the average capital of a Nebraska elevator was about \$17,000 and this capital is about sufficient to cover the investment. Of eighty-three elevators studied in 1928 forty-five did not have sufficient capital stock to cover the investment in fixed assets, but this was made up thru a surplus. The average surplus of these companies was approximately \$7,000. About 25 per cent of the companies had a deficit and the interest charges in some cases made up nine per cent of the operating expenses. Since 1922 the average net income of the companies has ranged from minus \$450 in 1925 to over \$3,000 plus in 1928. Only nine companies in 1928 showed losses and this indicates that the farmers' elevator companies of the state are in a good financial condition.

The gross margin on wheat and corn ranged from two and one-third cents in 1923 to three cents in 1928. The margin for all grains was two and one-fourth cents in 1926 to three cents in 1928.

HENRY J. MUNSON, of the office of the Revenue Agent at Omaha, spoke on "Farmers Elevator Exemptions from Making Income Tax Returns." He explained at length the law and regulations with regard to exemption of farmers' elevators or other co-operative organizations.

Application for claiming exemption from making returns must be made to the Collector of Internal Revenue, who upon receiving the application in his office forwarded it to the Commissioner at Washington, who takes final action. He cautioned the delegates not to cease making income tax returns until they have received official notices that they are so exempt from returns.

THE FRIDAY AFTERNOON session was called to order at 2:00 p. m.

O. M. SMITH, general manager of the Nebraska Wheat Pool, was the first speaker.

As he explained it the new Pool is very similar to the other pools in that it wants to get at least fifty per cent of the acreage

[Concluded on page 543]

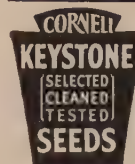
RICE SEED CLEANERS

Make separations of Buckhorn, Dock, Sorrel, Lambs Quarters, Foxtail, Carrot, Canada Thistle and other noxious weed seeds from clover and alfalfa seed.

For full information write

W. A. RICE

Jerseyville, Ill.



CORNELL SEED CO.

FIELD SEEDS
BUYERS & SELLERS
ST. LOUIS, MO.

WE SPECIALIZE IN

ALFALFA BLUE GRASS
SUDAN MILLET and CANE

WRITE FOR SAMPLES AND PRICES

RUDY-PATRICK SEED CO.
Kansas City, Mo.

John L. Kellogg Seed Co.



526 W.
18th St.

Chicago
Illinois

NORTH AMERICAN SEED COMPANY
MILWAUKEE, WIS.
"QUALITY BRAND"

Hardy Wisconsin Grown Clovers
FIELD SEEDS -- SEED CORN
Write for Samples and Freight Paid Prices

BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co
CINCINNATI OHIO

Crabbs Reynolds Taylor Company

CRAWFORDSVILLE, INDIANA

Buyers and Sellers
CLOVER AND TIMOTHY SEED—GRAIN

LOUISVILLE SEED CO.

BUYERS AND SELLERS

All varieties CLOVER, FIELD and GRASS
SEED, SOY BEANS and COW PEAS
226 No. 15th St. LOUISVILLE, KY.
Long Dist. Phone 6727-6728

ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,
Seeds Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers
ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER KANSAS CITY, MO.

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

MORTGAGE BY PUBLIC UTILITY.—Warehouse in 1925, as public utility, might sell, lease, or incurber operative property without Railroad Commission's consent (Public Utilities Act, § 51(a)).—*Oakland Terminal & Elevator Corporation v. Webster Mfg. Co. Supreme Court of California.* 280 Pac. 107.

RIGHT OF HOLDER OF B/L TO SUE.—Mere physical possession of B/L by one not entitled thereto, or holding as fiduciary custodian for owner, does not give right to sue for loss of or damage to freight under Carmack Amendment to Interstate Commerce Act (49 USCA § 20). One to whom legal title to B/L was transferred prior to institution of suit was "holder" of B/L, and entitled to maintain suit thereon for damage to freight, under Cummins Amendment to Interstate Commerce Act (49 USCA § 20), defining "holder" of B/L as one having possession and right of property therein.—*Layton v. Central of Georgia Ry. Co. Court of Appeals of Georgia.* 149 S. E. 431.

CARRIER'S LIABILITY CEASES ON DELIVERY TO PRIVATE SIDE TRACK.—Under ordinary contract of open shipment providing for unconditional delivery at private side track of consignee, carrier completes its contract for delivery by placing goods on consignee's side track as directed. Carrier which completed delivery of shipment of lumber by placing car on side track was not liable, under Carmack Amendment to Interstate Commerce Act (49 USCA § 20), for loss of lumber taken by some one other than the consignee, irrespective of notice to stop delivery given by plaintiff after car had been placed on side track.—*Southern Ry. Co. v. Massee & Felton Lumber Co. Court of Appeals of Georgia.* 149 S. E. 427.

CARRIER'S NEGLIGENT DELAY.—Evidence in action against railroad held sufficient to raise inference of negligence in failing to deliver cotton seed meal and hulls for a period of 14 days after notice to agent of necessitous condition of cattle for whose feeding the goods were designed. Information of special circumstances in order to create liability of carrier for special damages need not necessarily be given to agent having jurisdiction of the matter of delivery, since, in case agent receives information while duly representing principal in particular matter, that information immediately becomes knowledge of his principal which conduct from that moment becomes affected by such knowledge.—*Conn v. Texas & N. O. Ry. Co. Commission of Appeals of Texas.* 14 S. W. (2d) 1004.

CARRIER CAN NOT APPLY HIGHER COMBINATION.—Carrier held not entitled to charge, on shipments of grain from country points consigned to Minneapolis and from there reconsigned in the same cars to Superior, the local rate applicable from country stations to Minneapolis plus carrier's proportional rate ap-

plicable from Minneapolis to Superior, which combinations of rates were higher than rates specified for transportation of grain from country stations to Superior, where tariff naming rate from such stations to Superior was silent as to route over which rate would apply, in view of Interstate Commerce Commission's holding that, if it is a carrier's purpose to restrict the application of rate to any particular route, that must be done by clear and unequivocal language.—*Delmar Co. v. Great Northern Ry. Co. U. S. District Court, Minnesota.* 34 Fed. (2d) 221.

INQUISITORY POWERS OF COMMISSION.—*Duces tecum* subpoenas of Federal Trade Commission, to require officers of interstate carrier of electricity to produce operating expense ledgers and certain other papers of such carrier, held not sustainable, since Congress had not, as yet, undertaken to regulate interstate carrier of electricity in the same manner as interstate common carriers, and books and vouchers sought by commission relating not alone to interstate business of carrier, but to its intrastate business as well. Until particular documents, including books, become evidentiary, interstate carrier of electricity was not obligated to lay before Federal Trade Commission its books and papers for scrutiny in an investigation to ascertain whether the anti-trust laws had been violated, and to report facts to Congress on a subject over which it had legislative jurisdiction, and concerning which it has directed the commission to report; such carrier being within protection afforded by Const. U. S. Amend. 4.—*Federal Trade Commission v. Smith. U. S. District Court, New York.* 34 Fed. (2d) 323.

Russian Peasants Hiding Grain

With workers disgruntled because of bread rationing and the peasants hiding grain from government tax collectors, the Red government of Russia has re-instituted the military communism of 1919-20 against the peasants. This policy resulted in the famine of 1921 and was restored only after a bitter fight in the governing body of the communist party, according to advice from Latvia.

The regulations require that peasants turn over to government tax collectors half of their grain without receiving pay for it and the greater part of the remaining half must be surrendered at prices of from 30 to 50c a bushel for wheat and from 20 to 40c for rye. Failure to meet these regulations willingly brings a penalty of the confiscation of the entire crop without pay.

The peasants, stirred by rumors of war with China and resenting the confiscation policies of the government are offering resistance and hiding their supplies. Attempts to organize workers to travel the country and search for grain caches are meeting with failure. Rains have done great damage to grain stored at country stations awaiting shipment to the cities.

Further reduction of the daily ration allowed workers appears likely and there are predictions of a repetition of the refusal of peasants to raise more grain than to meet their own requirements. The government is facing a food crisis.

Thomas Hildt, Baltimore, member of Alexander Brown & Sons, a banking house, has been appointed financial advisor to the Federal Farm Board. He will organize a banking division which will make recommendations on financial matters other than the granting of loans.

Due Credit to the Managers.

F. S. BETZ OF CHICAGO BEFORE FARMERS MANAGERS ASS'N AT LINCOLN

A good manager knows his grain just as a good grocer "knows his onions." And I speak from experience in saying that there is a lot in the preparation and grading grain for the market. The manager finds the best market for the kind of grain he has to sell. He knows the conditions of the particular market by which his grain is measured in quality, and with back bone convinces his farmer customers, in a diplomatic way, that the grain he buys must be subjected to the same rigorous rules of grading as when it is on the market to sell.

Diplomacy means that he intelligently proves to his customers that if he buys on grade he can pay more for the better grades of grain. He thus induces the farmer to raise and harvest quality grain. To the critical farmer who feels that his manager is too exacting in the matter of grades, I wish to state that the average manager would if he could sooner not say anything about grades.

Not to buy grain on grade is a lazy method of conducting an elevator business. Not to condition the grain for the market is another lethargic factor in operating an elevator.

Disloyal Stockholders.—It would be difficult to detect or depict all the difficulties with which the manager has to combat. The most distressing thing that has got inside the camp has been the disloyal stockholder.

Tale Bearing.—It is a regrettable fact that there are a lot of tattle-tale mischievous agitators outside the company constantly on the move, whose main business is to cause dissension and who in the end will laugh a mocking guffaw when they succeed in getting the "fly in the web." The manager when he succeeds in evading these mischief makers unscathed, will have accomplished one of the great victories of his business career.

The board of directors meets once a month and assuming that they attend strictly to the business that should come before them and outline a policy to be pursued in the conduct of the business, who carries this policy into practice?

Who is it that meets buying and selling resistance in all its phases with ever recurring novelties which often have no precedent to act as a guide to govern his action?

Who is it that deciphers the markets from day to day; interprets the grades on the grain of a doubting Thomas and proves to him in a courteous manner that he has a grain that is a grade lower than his neighbor?

Who is it that carefully calculates from day to day whether he should make changes in procedure to save the company from financial loss?

Who is the man that must interpret the eccentricities of each customer as they parade in or out of the office from day to day?

Who is it that has to listen to unkind remarks and understand untoward actions, gulp down the hard lumps that arise in the oesophagus and expose a deceitful smile to assure the customer that he may return again for a similar ordeal?

Who is it who has to decide as to whether an attractive price offer for grain should be accepted or not?

Who is it that has to keep a check up on the stock so that customers may be properly supplied and given the service they demand without carrying a heavy over stock of goods?

Who is it that calculates to make ends meet from year to year and plans to give the best service as he goes along and still tickle the palms of the stockholders' hands at the annual meeting with a dividend check?—The Manager.

Exportation of grain and butter has been prohibited by Soviet Russia for the remainder of the year.

Kansas City Millers Want Parity with Minneapolis.

Southwestern millers have renewed their 6-year fight against alleged freight rate discrimination against them in favor of Minneapolis mills in the eastern market. E. H. Hogueland, Kansas City, assisted by C. J. Kucera, traffic manager of the Southwestern Millers League, is conducting the battle before the Interstate Commerce Commission.

At present the flour rate to Pittsburgh, Pa., from Kansas City, is 37c a cwt. compared with the 32c rate from Minneapolis, an advantage of 10c a bbl. This cuts Kansas City out of a large part of the eastern flour market between Indiana, Pennsylvania and West Virginia. The wheat rate from Kansas City to Lake Erie ports is 31½c and from Minneapolis 32c while on flour the Kansas City rate is 1½c higher giving the northwest territory an advantage of 3c a bbl.

GRAIN CLAIMS BUREAU, Inc.

Box 687, Station A, Champaign, Ill.

Examination of account sales returns, shipping dates, and amount of grain actually loaded, frequently uncovers legitimate freight claims that you do not realize are collectable. Work done on percentage basis only. No saving, no charge. The recommendations of our clients prove this service to be of value.

W. S. BRAUDT,

Auditor, Champaign, Illinois

Grain Carriers

CHICAGO & NORTH WESTERN is reported in the market for 2,000 box cars.

THE SOUTHERN has ordered 5,000 freight cars for delivery during the winter months.

ATCHISON, TOPEKA & SANTA FE has given orders for freight cars totaling \$12,000,000.

WINNIPEG, MAN.—The sluggishness of the Canadian grain movement has resulted in curtailed activities in railroad shops of the Canadian Pacific here.

THE S. S. STADACONA, 600 ft. steamer for the Canada Steamship Lines, has been launched. The boat, with a capacity of 440,000 bus., will enter the grain trade next spring.

ST. LOUIS, MO.—Frank Kell, Texas miller and capitalist, is reported to have purchased the Missouri & North Arkansas Railroad, operating from Joplin, Mo., to Helena, Ark., a distance of 500 miles.

MONTREAL, QUE.—Shippers are expecting better service over the Quebec, Montreal & Southern Railway Lines and on the Quebec, Oriental & Western and another small line in the Gaspé district, because these lines have been taken over by the Canadian National.

WINNIPEG, MAN.—Canadian shipping interests have been told by E. B. Ramsay, chairman of the Board of Grain Commissioners, that they must keep their rates near the level of American rates if they wish to keep American boats from "last trip cargoes." For several years American shippers have obtained the suspension of Canadian laws and thus been able to take storage cargoes at the lakehead for spring shipment.

GRAIN DRIERS

for

COARSE GRAINS,
SEED CORN,
BEANS,
PEAS, ETC.

ROTARY DRIERS

for

MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

ELLIS DRIER WORKS

Division G. L. M. Corp.

822 W. Washington Blvd., Chicago
210 N. 13th St., Philadelphia, Pa.

NEW BRANCH LINES totaling 365 miles were opened in Western Canada by the Canadian National Railways during the period June 15 to Sept. 15. Three hundred and seventy miles of branch lines are under construction.

CAR RATIONING regulations affecting shipments to the head of the lakes were lifted by the railroads Oct. 14. The regulations were instituted to compel use of interior storage to relieve congestion at the lakehead.

OTTAWA, ONT.—The Dominion cabinet has been hearing appeals for reductions in freight rates on grain to British Columbia. The question of mountain differentials finds the provinces and various organizations within them divided but the government has decided to include the entire question at the present time.

NEW ORLEANS, LA.—The Louisiana Public Service Commission has directed five railroads to reduce rates of 18c and 20c per cwt. on cottonseed cake and meal between Arcadia and Minden and Lake Charles to 15½c. Roads affected are the Kansas City Southern, Louisiana & Arkansas, Missouri Pacific, Yazoo & Mississippi Valley and the Texas & New Orleans.

KANSAS CITY, MO.—F. G. Crowell, of the Hall-Baker Grain Co. of this place, represented grain interests at the recent meeting endorsing a 9 ft. instead of the proposed 6 ft. channel for the Missouri river. Mr. Crowell said transfer costs and delays, which would be met in transferring the grain from 6 ft. to 9 ft. barges, would be a serious limiting factor in shipments of grain by water.

SEATTLE, WASH.—Prospective hay shortage in Washington has caused the Feed Dealers Ass'n of Washington to ask for a reduction on the hay rate from Montana and a favorable response on the part of the railroads has been indicated. It is proposed to cut rates equivalent to \$2.40 to \$2.90 a ton, making the rate from Bozeman \$7 per ton and the rate from Missoula \$6 to certain points of shortage.

ST. LOUIS, MO.—Normal schedules on the U. S. barge line on the Mississippi river were restored Oct. 15 after a rise of 4 ft. in the stage of the river at this point. The stage had been down to 2 ft. at St. Louis in the worst low water season in the history of the line. The schedules had been suspended Sept. 1. Improvement of channel conditions in prospect will make future low water seasons less disastrous.

THE CANADIAN National Railways and the Canadian Pacific have lost their fight before the Supreme Court of Canada to have that body pass upon the regulations requiring them to establish an export rate of 18.34c per cwt. on wheat from the head-of-the-lakes to the port of Quebec. The court has refused the petition of the railroads, which went to that tribunal after the Board of Railway Commissioners had refused to grant permission for an appeal. The old rate was 34.5c, but the Commissioners held the roads bound to the pledge of the old Grand Trunk Pacific to maintain an export rate equal to competing United States ports.

AMARILLO, TEX.—The proposed line of the Santa Fe from this place to Las Animas, Col., would give that road a north and south line connecting the continental lines of the system as well as opening a new gateway to Texas and Gulf points. The line would run thru the Texas Panhandle, cut across Oklahoma and enter Southeastern Colorado to connect with the northern route of the Santa Fe's main line running into Pueblo and Denver. It would also connect with three existing branch lines, one in the Panhandle, one in Oklahoma, and the third in Colorado. The proposed route would shorten the present mileage over the Santa Fe from Denver to Amarillo by 465 miles and be 27 miles shorter than the Fort Worth & Denver line.

CINCINNATI, O.—Marked by a celebration participated in by Pres. Hoover, the Ohio River lock and dam system which insures an all-year 9 ft. channel from Pittsburgh to the mouth at Cairo has been completed. The work cost \$118,000,000 and involved the building of 50 dams and locks.

I. C. C. Activities.

In Finance No. 7532, Sligo & Eastern Railroad Co. asks permission to abandon 11 miles of line in Dent and Crawford counties, Missouri, and the Sligo Furnace Co. line of 21 miles in Crawford and Iron counties, Mo.

In No. 21,295, Northern Field Seed Co. vs. Great Northern, the complaint on a shipment of grass seed was dismissed. The Commission held the shipment was not misrouted and that the rate charged was applicable and not unreasonable.

In No. 21,966, Duck River Grain Co. vs. N. C. & St. L., the Commission held the carload rate on corn from Denver, Tenn., to Athens, Ga., unreasonable to the extent it exceeds 33 cents. Rates on grain from certain stations on the L. & N. to Athens also were ordered revised.

The first petition for an operating certificate ever to be filed by a large private barge line was received by the Commission when the Mississippi Valley Barge Line Co. filed its plea for its line from Cincinnati to New Orleans. Formation and plans of the company have been announced in previous issues of the Journal.

Permission to build a line from Amarillo, Tex., to Las Animas, Col., will be asked of the Commission by the Atchison, Topeka & Santa Fe. The new line would give the road a short route to Denver and from the Colorado gateways to Texas. It would also intersect several branch lines and feeder spurs of the Santa Fe system.

In No. 22062, Nebraska Consolidated Mills Co. v. St. Joseph & Grand Island et al., the examiner recommended dismissal and finds the rates applicable on shipments of wheat flour, bran and other products of grain in mixed carloads from origins in Colorado and Nebraska to destinations in Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Wisconsin and other states, milled in transit at Grand Island, Neb.

In No. 21885, Milroy Milling Co., Milroy, Ind., v. C. C. & St. L., attack is made on rates for out of route and back haul charges on grain and grain products from points in Indiana and Illinois, milled in transit at Milroy and shipped to Louisville, Columbus and Cincinnati and beyond. The examiner recommends that rates charged by way of Shirley, Ind., were inapplicable and a refund should be made. The rates by way of Greensburg, Ind., were held to be unreasonable and reparations are recommended.

Red Wing (Minn.) Milling Co. is demanding reparations on carload shipments of grain originating at Duluth, Minneapolis and Kansas City, milled in transit at Red Wing and shipped to destinations east of Lake Michigan and the Illinois-Indiana line. The railroad tariffs granted the stopover on direct thru routes, the plaintiffs claim, but the roads refused to comply from a period of March 19, 1925, to April 31, 1928. The petition states that eventually the roads agreed to apply the proper rates but refused to refund the excess charges.

New Montana Road

If proposals to the Interstate Commerce Commission are carried out the North American Continent will have a north and south rail line from Hudson Bay to the Pacific Coast of Mexico.

The germ of the route lies in the petition of the Wyoming-Montana Railroad Co., a new organization, to build 561 miles of line running north and south from Miles City, Mont., to Craig, Colo., and to acquire 41 miles of line already constructed between Midwest and Ilco, Wyo. The company also asks authority to acquire joint trackage rights over the Denver & Salt Lake and the Chicago & North Western and to acquire the North & South Railway Co. and the Wyoming, North & South Railroad Co. and the Montana Railway Co.

These plans, if approved by the Commission, will be followed by a proposal to build a road from Miles City, Mont. to the Canadian border, a distance of 155 miles.

Memphis a Market for Cottonseed Futures

Address by C. P. Reid, Memphis, Tenn., before Grain Dealers National Ass'n at Peoria

"Cotton is as staple a commodity as gold itself, once the grade, staple and character of the cotton are known. But there has been a twilight zone of uncertainty about the value of cottonseed, particularly the seed running much above 19 per cent in oil," quoting Professor Boyle of Cornell University.

"When we come to Memphis we behold one of the newest exchanges with an active futures market. Here is the only market in the United States at the present moment for future trading in cottonseed and in cottonseed meal. Since Memphis is a great spot cotton market, is the home of a vast cottonseed and cottonseed crushing businesses, is a transportation center of the first magnitude, this city is the logical place for a futures market in both cottonseed and cottonseed meal.

"The Memphis Merchants Exchange, established in 1881, only in January, 1929, began trading in cottonseed and cottonseed meal, and it is now quite a lusty infant indeed. I was very favorably impressed with the vigor and vitality of this new institution when I visited it some time in August.

"The Memphis contract calls for delivery in Memphis. The unit of trading is 100 tons. There is a very notable provision in the cottonseed contract which calls for a premium of one per cent in value for each five pounds of oil about the 19 per cent basic grade. It also provides for a corresponding discount for seed below 19 per cent in oil.

"In other words, there is now established for the first time a public barometer of values for cottonseed and cottonseed meal.

"In the end, such a barometer will be a benefit to all parties concerned—growers, dealers, crushers and other interests. It is a firm conviction of mine that this frank open and above-board method of dealing with commercial values is a very real service to the trade itself and is a great advance over the old notions of keeping as much in the dark as possible. It is the modern way to do business. And being the modern way, it is destined to survive and grow in importance. The Memphis market is wide enough to perform well its two major functions—the price barometer service and the hedging service. I commend the rules of this new exchange to those who think of organizing a new commodity exchange, or who contemplate revising their old rules."

It is regretted that time will not permit me to read to you Prof. Boyle's article in full. It is one of a series of articles being written about the principal commodity exchanges of the world. I shall now attempt to give you a first-hand picture of the task which we undertook and have placed successfully in practical operation.

The cotton crop plays an important part in our national existence. More than 50 per cent of the world's supply is grown in the United States. Exports from the crop of 28-29 reached a total of more than 8,000,000 bales and a value closely approaching a billion dollars. From the crop of 14,400,000 bales, there was produced approximately 7,000,000 tons of cottonseed and 5,082,000 went to the oil mills for crushing purposes. From these seed 2,280,000 tons of cottonseed cake and meal were produced, 298,000 being exported and the remainder consumed domestically.

Our production of cottonseed cake and meal represents probably one-fourth of the world's commercial crop of high protein feeds and constitutes, by far, the largest item in this world supply that is readily available for distribution and unhampered by the lack of proper financial or transportation facilities. For this reason, it has been felt that the cottonseed meal market might easily become both the price barometer and the hedging market for concentrates.

World's Production.—From the best figures obtainable, we find that the world produces about 30,000,000 long tons of oil bearing seeds and nuts. Cottonseed about 10,000,000 long tons, soya beans 6,000,000, ground nuts or peanuts 4,250,000, linseed 4,000,000, sunflower 2,500,000, copra 1,700,000, rape 1,000,000, hempseed 534,000, sesame 475,000, and palm kernels 432,000 long tons. In the extraction of the oil, the resulting feed product is a high protein cake ranging from 20 per cent to as high as 50 per cent protein. A large part of this production does not come into the open markets and consequently, has no bearing upon prices in the American or European trade.

Cottonseed vary widely in both oil and protein content, due to climatic conditions, soil fertility and moisture. For this reason there has always been a wide variation and lack of uniformity in the protein content of cottonseed cake and meal. Modern milling has done much to overcome this but the variation is largely natural and not artificial.

The cottonseed crushing industry is yet in its earlier stage of development. Within my recollection, cottonseed in the raw state was used as both a feed and fertilizer. I have bought cottonseed at prices ranging from \$6 to \$100 per ton. Cottonseed meal, in the same period, has ranged from \$10 to \$80 per ton. In the past five years cottonseed has ranged from \$16 to \$60 per ton, and cottonseed meal at Memphis from \$22 to \$62 per ton. In two recent years the mill sale price of meal has advanced nearly 100 per cent within a period of a few months. It is unlikely that any such range of prices will be experienced in the future as in recent past years. The wide range in value experienced during the period of readjustment immediately after the World War may be again expected only under similar conditions.

In the crushing of cottonseed, oil and cottonseed meal are the major products. On the Produce Exchange in New York and on the Cotton Exchange in New Orleans, there are future contract markets for cottonseed oil. Previously there has been no futures market for cottonseed or meal. Take the season of 1926-27; in October cottonseed meal sold at \$22.50 per ton f. o. b. Memphis and oil sold at 8½¢. Toward the latter part of this season meal sold at \$37.50 and at the same time oil was selling at 8¼¢. Now, take the low point of 1927-28 season when meal sold at \$32.50 per ton, oil was selling at 8¼¢ per pound and when meal advanced to \$62.50 per ton, oil was quoted at 9¢ per pound.

The foregoing comparison should show conclusively the stabilizing effect of a futures market wherein all factors, including the speculative public, have an opportunity of expressing their reactions and opinions of the prices quoted. Since the establishment of our market, the grower of cottonseed, the manufacturer of cottonseed products, the merchants, cattle feeders, feed mixers, exporters and the fertilizer people, all will be permitted to express their ideas of values of both cottonseed and cottonseed meal in the future.

It is hoped that you now have a picture of the situation as affecting the two commodities with which we had to deal. Both cottonseed and cottonseed meal are by-products. The meal is a manufactured commodity. No future trading in cottonseed had ever been attempted, so far as we could learn. Cottonseed meal had been traded in under futures contracts before, and at one time with a fair measure of success but under a contract and conditions that limited its usefulness.

Prevent Wide Fluctuations.—The need of something to prevent the wide fluctuations in both cottonseed and cottonseed meal values had long been recognized. In the spring of 1923, President C. E. Coe, of the Memphis Merchants Exchange, appointed a committee to investigate and recommend to the Board of Directors as to the feasibility of establishing a futures market for cottonseed and cottonseed products. Much encouragement was given by governmental agencies, bankers, cotton growers and merchants, feed mixers and fertilizer manufacturers.

A careful study of the history of other futures markets convinced the committee, beyond question, that they should recommend the establishment of such a market, despite the fact that determined opposition from the cotton oil milling industry was encountered.

Our organization was established along the lines of past experience of other exchanges and future markets. Every precaution has been taken to preserve the character and integrity of both the Merchants Exchange and its subsidiary organization, the Memphis Merchants Exchange Clearing Ass'n. Actual trading was begun on Jan. 15, 1929.

The Memphis futures market affords a prac-

tical hedging market for cottonseed cake or meal and other concentrates. The feed mixer can now know, at all times, what his cottonseed meal supplies will cost for six to ten months ahead. Instead of carrying large stocks of the actual commodities in his warehouse, future contracts can be bought and in the event of developments in the feed business, such as we experienced in the past winter and spring, any surplus can be more readily disposed of.

Advantages to Buyers.—The Memphis Merchants Exchange futures contract on cottonseed meal offers certain advantages to the buyer, in that the meal must run fully 41 per cent or an allowance for deficiency is made for all or any deficiency. Under trade custom and under Interstate Cottonseed Crushers' Rules, a tolerance of one-half of one per cent of protein is permitted where no claim can be filed. When meal is tendered, the certificate of analysis must also be accompanied by certificate of sampling and grade. Standards of quality have been established which insure, before payment is made, the delivery of strictly prime meal or the proper allowance for any inferiority as to either color, texture or odor.

Offsetting this advantage to the buyer, the seller has the option as to time of delivery during the contract period and may make delivery on any day within the month, without prior notice, either in a bonded warehouse or in cars. As the cost of certification, which is borne by the seller, is based upon units of delivery, it is probable that delivery will be made in fifty-ton cars or in bonded warehouse, and tagged with weight tags only.

Proposals in congress to permit the undeclared use of corn sugar, dextrose and levulose in food products have been condemned by a vote of the convention of the National Ass'n of Dairy, Food and Drug Officials.

Homestead permits for the prairie provinces and British Columbia for the first 8 months of 1929 show an increase of 1,866 over the same period of 1928. The number for the 8 mos. of 1929 is 10,484. The total acreage involved is 1,677,440 acres, a large proportion of it being in the Peace River country and other districts in Alberta. That means more wheat production and lower market prices.

To Build Elevators in North Africa.

An elevator building boom appears in Tunisia.

Grain elevators have been talked of for a long time in that country without definite programs or action, but congested markets this year have brought the issue to a head and early action seems certain. These factors are the importance of the crop this year, the falling market at the time of harvest, the impossibility of storage for possible higher prices, the difficulty of procuring labor to move the crop all at once and the strike of the dock workers who took advantage of the situation.

The government and railroads have pledged support and a building program is now being studied with the director of the Tunisian Agricultural Service.

The provisional plans call for the erection of a dock and elevator at Tunis, where grain can be stored and shipped in bulk. Fifteen reinforced concrete elevators are to be erected in the principal grain centers of the country where the cereals will be cleaned, graded and held for export thru the central dock at Tunis.

To Study Fires from Heating Grain.

A national program for research in an effort to curtail the loss of many million dollars annually in the United States which results from the spontaneous heating and ignition of agricultural and industrial products will be planned at Washington, D. C., Nov. 14-15. Representatives of various industries will confer with specialists of the U. S. Depts. of Agriculture and Commerce and consider what has been accomplished by government bureaus and private concerns.

The problem, one of the most baffling upon which research workers have labored, is of vital interest to many industries of the country because of spoilage as well as fire losses.

All interested organizations are invited to send representatives to the conference.

FIRE



can quickly consume your business, which has taken years to build up. Fire Barrels at strategic places throughout your elevator provide good protection against this menace.

Write for particulars relative to our better Fire Barrels and High Test Calcium Chloride which prevents freezing and evaporation.

Carbondale Fire Protection Co.
Carbondale, Penn.

Problems Connected With Grading of Grain

From an Address by H. J. Besley, in Charge of Grain Division, Bureau of Economics, U. S. Dept. of Agri., before Grain Dealers National Ass'n at Peoria.

Barley and Southwest Wheat Tabooed Subjects.—Inspection and grading of the wheat and barley crops last year was the subject of considerable controversy thruout the year's movement of these two crops. The controversies became international and are still as a matter of fact not dead issues. In accepting Secretary Quinn's invitation to appear on your program it was the opinion of the Department, and so expressed to Secretary Quinn, that no good would be accomplished in a discussion of the suggested subjects of the grading of the 1928 crops of barley and Southwest wheat at this meeting.

Umpiring the grading of the grain crops is not an easy task. You know that it is not. In the first place, the grading of grain is far from being an exact science. It is based primarily on the exercise of human judgment. Even the mechanical tests used in determining grades are not beyond the need for the exercise of human judgment. The Department in its capacity as umpire in the grading of grain deals through some 250 of its own employees, with some 460 inspectors located at 131 points in the United States, and these are scattered from Los Angeles, California, to Boston, Massachusetts, one way across the country, and from the Gulf to the Canadian border the other way.

When an important problem in grading arises, the department always has four distinct jobs on its hands. First, it must to the best of its ability, quickly reach a decision as to what its position is to be. Second, is the job of getting rightly into the minds of its own 250 agents what that position is. Third, those agents must get that position across to 460 licensed inspectors, and fourth, the department must meet whatever criticism comes along because of the position it took.

Grain Inspection in Ancient Times.—Records show that laws governing the grain business conducted in medieval and early modern French towns listed quality of the grain as one thing to be regulated. The terms "sweet, dry and merchantable" were used as early as 1511. A proclamation issued by the Lord Mayor of Lon-

don in that year decreed that "Whatsoever person that woole bring whete, good, swete, drie and merchantable to this citie to be sold, shall have eight shillings per quarter from Nove. 5 to Christmas, and the bakers are to be forced to take it at that price." The records fail to show whether the Lord Mayor of London appointed an inspector to determine if the wheat was dry, sweet and merchantable, or whether the baker and the fellow from the country always got together on this themselves.

At any rate there has been evolution in the matter of grades and inspections in the same way that there has been in the merchandising of grain, and that evolution is still progressing. Twenty odd years ago the Brown-Duvel moisture machine first made its appearance and put the vital question of moisture in grain on a definite basis. Its use by the trade and by inspection departments has grown increasingly thruout the twenty years. It takes, roughly, half an hour to make a moisture determination with the Brown-Duvel machine.

Moisture Test in One Minute.—The investigational laboratory of Federal Grain Supervision is now experimenting with two new devices for determining moisture in grain. With either of these a moisture determination may be made in less than one minute. It remains only to be seen how long before such devices will be made practical for commercial use. They will surely come in time.

Grain Inspection Undergoing Evolution.—The point which I want to make and the thought which I want to leave with you is that grain inspection service in this country is undergoing evolution. In my opinion it is right now in the midst of one of the most important and rapid cycles of evolution.

When I say rapid I am not thinking in terms of a month or a year. I am harking back to the birth of grain inspection in this country 70 odd years ago, and am comparing what occurred during the first 50 years in the way of progress with what has happened during the last 20 years. During the first 50 years the

principal progress made in grain inspection was a spreading from Chicago to other markets, either thru the enactment of state laws or thru commercial endeavor. For a long period of years after there were many good sized inspection departments, there was no semblance of uniformity between markets, either in the grades themselves or in their application.

It was thru the efforts of this association, the Grain Dealers National Ass'n, that an attempt was made to secure adoption of a uniform set of national grades. This, I believe, was in 1908. That attempt marked a milestone in the progress of grain inspection. The next one of major importance was the passage of the United States Grain Standards Act in 1916. We who have been in Federal Grain Supervision since its inception honestly believe that there has been improvement in inspection service since 1916.

The Special Survey Com'ite.—As a concrete illustration that Federal Grain Supervision is striving to improve inspection service and that we welcome constructive suggestions and criticism, I should like to cite the recent appointment of a special survey committee by Mr. N. A. Olsen, chief, Bureau of Agricultural Economics, of which Federal Grain Supervision is a part. The appointment was made with approval of the Secretary of Agriculture and was made upon direct recommendation on the part of Federal Grain Supervision.

The controversies which arose over the grading of the 1928 barley crop and the Southwest wheat crop together with other grade problems of prime importance involved many fundamental principles concerning administration of the grain standards act. It was deemed wise by Federal Grain Supervision that some outside disinterested agency examine into principles of grain inspection with the view of determining wherein administrative policies concerning the carrying out of the provisions of the grain standards act and administration of the standards thereunder might be improved, always bearing in mind that there is room for improvement whatever we may be doing.

The com'ite has been at work since the middle of August. It has met with trade organizations, representatives of producers and with state officials and inspection departments thruout the country. I am authorized, however, to say to you that it is certain that no fundamental changes in the federal grades for grain will be made by the Department without full opportunity for formal public hearing by all interests.

The com'ite have told me that they have had the most cordial reception wherever they have gone.

Hess Direct Heat Driers

Have all the advantages and flexibility of Hess Steam Heat Driers

WITHOUT

Expense and Bother of Steam Boilers

Simple to Install Simple to Operate Automatic

HESS DRIERS ARE PATENTED

WE DO NOT INFRINGE THE PATENTS OF OTHERS. WE GUARANTEE THIS.

HESS WARMING & VENTILATING CO.

1207 SOUTH WESTERN AVENUE

CHICAGO ILLINOIS

HESS DRIER COMPANY OF CANADA, LTD.

68 Higgins Avenue, Winnipeg, Manitoba



1,000 Bushel Hess Direct Heat Drier and Cooler

Crowell Elevator Company
I. C. Railway Elevator, Omaha, Nebr.

LET US PLAN A GRAIN DRYING PLANT FOR YOU

Feedstuffs

RUPERT, IDA.—An alfalfa mill has been installed here.

CLAYTON, N. Y.—A. H. Herrick & Son, Watertown, N. Y., have bot a feed mill here.

GEORGETOWN, TEX.—The new concrete and steel plant of the Georgetown Oil Mills is in operation.

BUFFALO, N. Y.—The Pratt Food Co. will erect a brick and concrete warehouse adjoining its feed mill here. The cost will be \$30,000.

BRISTOW, OKLA.—The Mills-Frierson Cotton Oil Co. has been incorporated for \$25,000 by Eathan A. Mills, Edith N. Mills and W. A. Frierson.

CENTERPORT, PA.—Daniel L. Lenhart, 88, operator of a flour and feed mill at Dauherville, Pa., for 40 years, died here following a stroke of paralysis.

MAYVILLE, MICH.—The Cass City Grain Co. has installed feed mixing equipment and will manufacture dairy feeds as well as do custom grinding and mixing.

BARLEY FEED has been defined by the Ass'n of Feed Control Officials as "the entire by-product resulting from the manufacture of pearl barley from clean barley."

THIEF RIVER FALLS, MINN.—Math Barzen is rebuilding the old Hanson-Barzen flour mill into a feed and seed plant. The mill was damaged by fire last winter.

AUBURN, WASH.—The Farmers Warehouse Co. will build an addition to house a modern feed mill. L. W. Griffith, manager, estimates an expenditure of \$50,000.

LEXINGTON, MISS.—The City Feed & Produce Co. will build a new plant to replace the one destroyed by fire. Walton & Thurmond are the proprietors.—P. J. P.

WOODLAND, WASH.—F. W. Burlingham has installed a new mill among other improvements he has made since purchasing the feed business of Andrews & Son.

COZAD, COL.—The American Milling Co., subsidiary of Allied Mills, Inc., Chicago, has purchased the Cozad Alfalfa Milling Co. plant which has been idle for a year.

APPLETON, WIS.—The E. Liethen Grain Co. has broken ground for a 5-story feed mixing plant and warehouse in which machinery for molasses will be included. The cost will be \$50,000.

SAXONY MILLS, St. Louis, Mo., filed trademark Serial No. 289,131, the lettered word MasTepiece to describe wheat bran, wheat mixed feeds and other dairy, livestock and poultry feeds.

MOUNDS, OKLA.—N. R. Leeper of Muncie, Ind., has bot the flour and feed business formerly operated here by R. B. Cowan. Tentative plans for the rebuilding of the mill and elevator, recently burned, have been announced.

TOLEDO, WASH.—A. W. Davenport and his son, F. E. Davenport, are completing the installation of machinery in the old Badger mill which they purchased. The plant has been renovated for an extensive feed and milling business.

BUFFALO, N. Y.—The Producers Warehouse & Elevator Co., subsidiary of the Grange League Federation, will erect a steel grain receiving building adjoining the new \$80,000 addition to its feed mill here. The newest structure will cost \$25,000.

ALL-MASH and scratch and mash feeding were compared at the South Dakota Station. Birds on the all-mash feed had a 50% egg production, compared with 58% for the scratch and mash group. Feed consumption was less and the cost per dozen eggs higher in the all-mash lot.

DECATUR, ILL.—The walls of the head house of the Shellabarger Grain Products Co., a soy bean plant, have been completed. The forms for the mill house and the storage tanks are built and ready for the pouring of concrete. The steel frame of the drier house is under construction.

MINNEAPOLIS, MINN.—International Sugar Feed Co. is building an addition to its plant to house three units for mixing poultry feeds, with enough additional space to house a fourth unit in the future. When the addition is completed the mill will have a capacity of 600 tons daily. The cost will be \$30,000.

CHICAGO, ILL.—D. W. McMillen, pres., W. E. Suits, of the executive com'ite and L. F. Brown, sec'y, of the American Ass'n of Feed Manufacturers will attend the convention of the American Ass'n of Feed Control Officials at Washington, D. C., Oct. 31-Nov. 1. Mr. McMillen will address the meeting.

BEAVER DAM, WIS.—The Mayr Seed & Feed Co. is building an addition to its feed plant which will give the establishment a capacity of a carload of feed daily. The addition is being built next to the elevator. The warehouse is being enlarged also. The company maintains a retail store in the business district.

OKLAHOMA CITY, OKLA.—Construction will be started soon on the new mixing plant of the Superior Mills Co. The building, a part of the \$50,000 improvement program of the company announced when the Eddie Mills Co. and the Belt Mills Co. merged to form the new company, will triple the capacity of the mills.

BRIMFIELD, ILL.—The producer soy bean com'ite and representatives of the American Milling Co., Funk Brothers Seed Co. and the G. L. F. Exchange have agreed upon a price of \$1.50 a bu. for No. 2 contract soy beans until a change is warranted thru changed conditions. This price compares with \$1.35 paid last year. The contract minimums ranged from \$1.33 to \$1.38.

CHOPPING ALFALFA hay saved concentrates for beef cows in experiments conducted for 3 yrs. at the Wisconsin Station. Cows fed chopped alfalfa hay gained an average of 0.35 lbs. per head daily for each 17 week period while similar cows fed long hay and 10% more grain gained 0.21 lbs. per head daily. In 2 of the 3 tests the calves running with their dams on the chopped hay ration made better average gains than calves in the long-hay lot.

BANGOR, PA.—A new feed plant which will increase the output eight cars a day will be built by the Flory Milling Co. here. Plans for the addition were announced at a 2-day sales convention held recently. Speakers at the meeting included F. C. Greutker and A. G. Hubbell of Buffalo; Milton Flory, pres. of the company; George Godshalk, vice-pres. and general manager and Dr. Wylie of Huntington, L. I. R. D. Ward, salesman, presided. Salesmen reported excellent business.

MONTICELLO, ILL.—The soy bean mill built in 1922 by a group of Piatt county farmers thru a corporation they organized has been leased to Walter Flumerfelt, Des Moines, Ia., who has reconditioned the plant after its 4 years of idleness. It is estimated that there are 12,000 acres of beans in the county and only 2,000 acres under contract. The mill is located near the Farmers Elevator and the beans are received at the elevator and sent thru a conveyor to the mill. The mill has a capacity of 300 bus. per day.

CHICK - FEEDS

Starting and Growing Mashers
Emery Thierwechter Co.
Oak Harbor, Ohio

COLORADO ALFALFA MEAL

All Grades and Grinds
Duplex Fine Grind and Leaf Meal for Poultry
Mashes
Mixed Cars Our Specialty
The Lamar Alfalfa Milling Company
Lamar, Colorado

FEED and GRAIN SAMPLES ANALYZED by EXPERTS

Write, wire or phone
Harrison 649

RUNYON TESTING LABORATORIES
453 S. Clark St. Chicago, Ill.

STANDARD COMMISSION CO.

BROKERS

Grain, Mill Feed, Mixed Feed Ingredients
EXCHANGE BUILDING MEMPHIS

What Do You Need in Preparing Feeds?

Check below the items in which you are interested and mail to Information Bureau, Grain Dealers Journal, Chicago, and information on where to get what you want will be immediately sent you.

Attrition mills	Gluten, feed, meal
Alfalfa meal	Hammer mills
Blood, dried	Iodine
Bone meal	Iron oxide
Buttermilk, dried,	Linseed meal, cake
semi-solid	Meat meal, scrap
Calcium, carbonate,	Minerals
phosphate	Mineral mixtures
Cocoanut oil meal,	Molasses
Cod liver oil	Oyster shell, crushed
Charcoal	Peanut meal,
Commercial feeds	Phosphates, rock
Cottonseed meal,	Potassium, chlorid
cake	Iodide
Feed mixers	Salt
Feed concentrates	Screenings
Feeders for mills	Skim milk, dried
Fish meal	Soybean, meal
Formulas	Tankage
	Yeast for feeding

Information Bureau

GRAIN DEALERS JOURNAL
309 S. La Salle St. Chicago, Ill.

SOYBEANS

We are in the Market for Soybeans for our Chicago and Toledo Mills
Unlimited Storage Facilities

P. O. BOX 321
DECATUR, ILLINOIS
ARCHER-DANIELS-MIDLAND COMPANY

FROZEN WHEAT, a market problem in the Canadian provinces some seasons, has a relatively high value when fed to hogs, the Lacombe Experiment Station has shown. Eight groups of hogs were fed various grains from straight frozen wheat to mixed wheat and oats and barley. Gains by the pure frozen wheat groups were 11% more rapid and 18% more economical than the mixed oats and barley group and others in proportion to the percentage of wheat used. On a market value of 11c the frozen wheat brot \$1.37 per bu. when fed hogs.

OKLAHOMA CITY, OKLA.—The fiscal year ending June 30, 1929, was an outstanding one in the history of the Oklahoma commercial feed industry, according to the state board of agriculture. A resume of the state's production shows the following: New registrations of commercial feeds, 808; violations corrected, 401; samples of feed analyzed, 207; revenue collected and turned into the state treasury for feedingstuffs and fertilizer, \$48,486; Oklahoma feed manufactured by Oklahoma mills and sold in Oklahoma, 313,996 tons; Oklahoma feed manufactured by Oklahoma mills and shipped to other states, 278,000 tons; feed manufactured in other states and shipped into Oklahoma, 218,021 tons.

DECATUR, ILL.—The Soy Bean Marketing Ass'n of Illinois was organized here to deal with soy bean millers of the state. The organization has a capital of 4,000 class A preferred shares of \$50 par value and is authorized to issue 40,000 shares of class B stock and 20,000 shares of no-par common. Purposes are declared to be to represent growers in commercial problems of the industry, to negotiate terms and prices with buyers, to promote research work on new uses of beans and to educate growers. The usual warnings against "making prices too high" were reported along with frank admission of growers that they are obtaining excellent prices for their products. Just how the growers are to be compensated for the work of the large program announced and how they are to be benefited by assuming a marketing expense where none existed for them before was not announced. Neither was it told how the growers expect to dispense with elevators as places for collecting and shipping the beans. Whether the ass'n will attempt to earn dividends is not known.

Cottonseed Prices at Memphis Decline

Memphis, Tenn., Oct. 20.—Cottonseed declined steadily in past week's trading at Memphis showing a net loss against last Saturday of \$3.25 to \$3.50 per ton. Lower mill bids for cash seed which have now been reduced to the lowest point of the season, coupled with the break in meal oil and cotton have lent encouragement to sellers and while there is a good buying interest on a scale down these buyers have not gotten much encouragement from any direction altho cottonseed in the Tri-States territory at present price levels are on an attractive basis and there has been some buying of the actual over here by western mills.

The futures still carry an attractive premium over spots plus the freight and present an ideal hedge facility for the owners of actual seed of a quality permitting storage and later delivery into the deferred futures or sale to the mills and repurchase of hedges. Under present conditions some brokers are advising hedging at least a part of seed stocks but these advices usually caution against short sales at these levels.

Prime cottonseed for December delivery declined from \$39.50 Oct. 11 to \$36 Oct. 19.

Cottonseed meal has declined on an average of \$2.50 per ton as against last Saturday. The decline influenced by generally easier feed values and a continuation of mill selling in this territory in enormous volume. Which selling has been only partially offset by trade buying altho this latter is understood to have been in much larger volume than usual. At the close today locals felt that the market was possibly sold out for the time being anyway, and pointed to the fact that exporters are buyers in Mississippi and Alabama at prices running around \$1 per ton over dealer bids in Tennessee, Northern Mississippi and Alabama.

Total sales for week 14,000 tons.

Fish Meal for Egg Production.

Pointing out requirements for winter egg production, Dr. B. F. Kaupp, of the poultry dept. of North Carolina State College, declares that fish meal, meat meal or milk is necessary if eggs are to be obtained. Grain feeds alone will not produce maximum results, Dr. Kaupp states. For a laying mash he suggests bone meal or pulverized limestone, 4 lbs.; table salt, 1 lb.; corn meal, 35 lbs.; wheat middlings, 20 lbs.; pulverized oats, 20 lbs., and fish meal or meat meal, 20 lbs., for a hundred lbs. of mash. Each 100 hens would require 5 gallons of milk a day to entirely replace the fish meal, Dr. Kaupp finds. When green feed is not available some feed pulverized alfalfa leaves but when used the greens only make 5% of the mash. The suggested mash should be kept in a dry mash hopper and should be kept before the birds at all times.

The suggested grain ration with the mash is made up of 50 lbs. corn, 30 lbs. heavy oats and 20 lbs. wheat. Each 12 hens should have one pint of the grain mixture in the morning and the same amount in the evening with an increased feeding for cold weather.

Canopy Protection for Loading Cars.

Inclement weather has received abusive comments more times than can be counted. Not the least among those who have made such comments are the warehouse foremen, elevator men, mill operators and others engaged in loading railroad cars with manufactured products contained in bags incapable of affording adequate protection from rain and snow. This is still true, especially where the roofs over loading platforms do not extend far enough to cover the doorway.

"Canopy-Dry" was invented to provide protection against the weather in such cases, and has proven a profitable investment in preventing damage to grain and merchandise being loaded or unloaded during stormy weather. It enables loaders and unloaders to keep busy instead of waiting until it stops raining.

The device is a scientifically constructed frame of galvanized tubular steel, covered with water-proof canvas. The unique arrangement of the frame enables one man to put it in position in a car door in 60 seconds. It weighs 40 lbs. and when not in use is folded compactly so it takes up little room in the warehouse. It comes in standard size that fits all car doors. "Canopy-Dry" is manufactured and sold by the General Mill Equipment Co.

Explosion in Milwaukee Feed Plant.

Fire, the result of a dust explosion at the main plant of the Smith Milling Co., Milwaukee, Wis., feed manufacturer, injured 5 workers, did damage to the interior and machinery of the plant to the extent of \$25,000 and brot an enforced shutdown of the plant which will last 5 or 6 weeks. The disaster occurred October 15.

The explosion occurred in a concrete bin storing grain and the blast blew out two 6-in. walls. Grain stored in the bin burned. Replacements necessary include elevating equipment, conveyors and a large part of the mixing equipment. Altho the fire is reported to have started in one of the grinders, the machines received only minor damage which can be remedied by millwrights.

There was no accumulated stock of the finished feeds to take care of current demand, the mill being a little behind orders at the time of the blast.

The explosion rocked buildings within a mile square area. The roof was torn off the mill and two doors were hurled 125 feet thru the air.

"It all happened in a second," said William Zahn, superintendent. "There was a blast that almost burst our ear drums and then a sheet of flames seemed to spread thru the building. We didn't know what had happened. Concrete

walls caved in and machinery scattered. We just hustled to safety."

Zahn was among five workmen who escaped injury.

Restriction of grain imports is planned by Latvia to protect the Latvian farmer and check the exit of foreign exchange.

Use of white flour in Germany has increased about 37% over pre-war days, Herr Ernest Boettsch, official of German baking ass'ns, declares. Rye bread is losing its popularity.

ST. PAUL, MINN.—The Haertel Co. has opened a wholesale feed warehouse in the stockyards at South St. Paul, selling feed to truckers who bring in livestock and who use the feed for a return load. (The sales possibilities of the stockyards trucks have been used by feed manufacturers at other points because of the efficiency of supplying a return load. At Peoria, Ill., a feed manufacturer built his new plant in the stockyards and is using the truckers as distributors.)

Read and Write!

68%

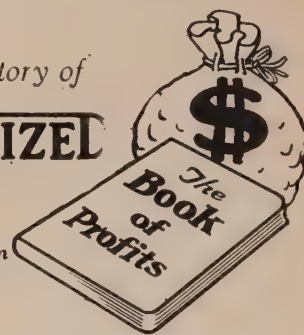
of your brother grain elevator operators handle salt as a side line. During the fall and winter months it is especially profitable. Let us tell you how to make SALT work for you.

Read the story of

CAREY-IZEL

Salt

Send the coupon for your copy of this book



The Carey Salt Co.

Hutchinson, Kans.

Omaha—St. Louis—Kansas City

Send me, gratis, your "Book of Profits."

Southern Feed Manufacturers Meet.

Decision to proceed with the proposed trade practice conference was reached at the fourth annual convention of the Southern Mixed Feed Manufacturers Ass'n. The convention met Oct. 8-10 at the Peabody Hotel, Memphis, Tenn., and aside from the election of officers the trade rules proposals occupied practically the entire time of the business sessions.

Officers elected are: Pres., C. B. Fretwell, Spartanburg, S. C.; vice pres., E. Wilkinson, Birmingham, Ala.; executive sec'y, E. P. MacNichol, Memphis, Tenn., and treas., W. Hall, Memphis.

A com'te of seven was named to formulate a proposed code of ethics and trade rules and a subcom'te to submit these rules to the Federal Trade Commission when formulated also was named. The com'te to draw the rules follows: A. T. Pennington, Memphis; J. M. Wilson, Meridian, Miss.; Fred Borries, Louisville, Ky.; L. R. Hawley, Memphis; George Keith, Nashville; J. K. MacDonald, Jackson, Miss., and J. B. Edgar, Memphis.

The com'te of three consists of A. T. Pennington, E. P. MacNichol and C. B. Fretwell.

Only active manufacturing members voted in the final test and tho there was some opposition the proposals carried.

The rules report brot in by the com'te headed by Mr. Edgar will serve as a basis for the deliberations of the new com'te.

CHRISTIE BENET, general counsel for the Interstate Cottonseed Crushers Ass'n, explained the trade practice work which has resulted in 70 industrial groups promising to keep their houses in order thru pledges to abide by the trade rules. Trade rules, he pointed out, are divided into two groups and the distinction is important in viewing the advantages of the system.

Group I covers practices which are in violation of existing laws while group II applies to practices detrimental to the trade. Mr. Benet said that altho no laws existed for the punishment of infractions of group II rules an industry would have the moral support of the Federal Trade Commission in making members of that industry respect the ethics which had been adopted.

G. W. COVINGTON, Hazelhurst, Miss., who has interests in the cottonseed crushing and fertilizer industries in addition to his feed interests, described benefits received by the other industries from adoption of rules at a trade practice conference.

The floor discussions brot many questions on what should be considered a trade practice to be banned and what should be supported. Mr. Benet suggested that if it's doubtful it is most generally bad.

A. T. PENNINGTON, the retiring pres., was presented with a golf outfit as a token of the esteem in which he and his service as president are held by the membership.

The rules offered by Mr. Edgar's com'te and which will form the basis for the work of the new com'te are as follows:

Rule 1—Resolved, That no manufacturer shall knowingly interfere by other than legitimate selling methods, and the use of his regular prices and terms, with any existing contract between any other such manufacturer and a retailer, distributor, consumer or any other party involving or relating to the purchase of mixed feeds, such interference being for the purpose or with the effect of dissipating, destroying or appropriating, in whole or in part, the business represented by such contract.

Rule 2—Inducing of employees of competitors to violate contracts or enticing away of employees of competitors in such numbers or under such circumstances as to constitute conversion and an appropriation of the value created at the expense of the said competitor, is unfair trade practice.

Rule 3—The marking or branding of products of (or for) the industry for the purpose or with the effect of misleading or deceiving purchasers with respect to quantity, quality, grade or substance of the goods purchased, is an unfair trade practice.

Rule 4—The imitation of the trade-mark or trade name of a competitor results in the deception of buyers and consumers, is an invasion of

the property rights of such competitor, and is an unfair trade practice.

Rule 5—The sale or offering for sale of any product of the industry with intent to deceive customers or prospective customers as to the quantity, quality, substance or weight of such product, is an unfair trade practice.

Rule 6—As all commercial mixed feeds offered for sale are subject to state and federal regulations relative to ingredients, and show by tags, printing, or otherwise, the materials used, the industry hereby holds that substitution of ingredients, in part or in whole, for any of those specified as being contained in the feed, is unwarranted, unethical and unfair competition.

Rule 7—The granting of secret rebates, irrespective of the form they may assume, constitutes unfair competition, and the following practices, among others, violate this principle and, therefore, are unfair trade practices:

(a) Billing of goods at prices which do not reflect actual returns to the seller from the buyer.

(b) Providing truck service without adequate charge for it, or reimbursing the dealer, purchaser, consignee or agent for the cost of trucking if reimbursement is not provided for in the manufacturer's price list.

(c) Selling or consigning products of one or more classes with special concessions or at reduced prices given to induce the buyer or consignee to purchase other classes of products of the industry.

(d) Failure to enforce in good faith the terms of contracts previously made for the sale of products of the industry. For example: (1) Selling on terms that require the payment of sight draft on presentation of bill of lading (S. D. B. L.) and then waiving the obligation to pay cash before documents or goods are delivered, thus deferring the payment of the cash to some future date; (2) selling and delivering goods on time, consignment, or open bill of lading terms on S. D. B. L. price, or waiving earned interest.

(e) Making special allowances to buyers or consignees under the guise of advertising expense or giving any other form of gratuity.

(f) Adopting selling methods that promote secret rebates and concessions, such as: (1) Employing a buyer or consignee or his agent or any one employed by or connected with a buyer or consignee with the purpose, design and effect of influencing the business of such customer; (2) carrying on books by seller or consignor, as delinquent, balances due by solvent customer, with no intention of requiring ultimate payment.

(g) Refunding to the buyer or consignee, either directly or indirectly, any part of the purchase price on account of goods accepted and/or settled for by the buyer or consignee under the terms of the contract. This practice is commonly referred to as "retroactive settlement."

Rule 8—The defamation of a competitor by words or acts imputing to him dishonorable conduct, inability to perform contracts, or questionable credit standing, or the false disparagement of the grade or quality of his goods, is unfair trade practice.

Rule 9—The use of feed materials not up to grade standards or the use of any material considered by the trade as inferior and which tends to bring the feed industry into disrepute or to defraud the buyer or the public, is an unfair trade practice.

Rule 10—Contracts are business obligations which should be performed in letter and in spirit. Post-dating or pre-dating a contract, or making a contract without authorization and definite commitment at the time it is made by both parties thereto, and the repudiation of contracts by sellers on a rising market or by buyers on a declining market are inimical to the public wel-

fare, destructive to business stability, and are, in fact, unfair trade practices.

Rule 11—The sale of mixed feeds and feed materials below cost for the purpose and with the intent of injuring a competitor or to the effect of lessening competition, is an unfair trade practice.

Golf provided the principal diversion of the pleasure sessions.

COTTONSEED MEAL

All Grades

Arrival Drafts — Quick Shipments

Humphreys-Godwin Co.

ESTABLISHED 1898

Memphis, Tenn.

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.



"COMBINATION" MILLS
Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

The N. P. BowsHER Co., South Bend, Ind.

Clean, White

Louisiana

SALT

99.84% Pure

Free from shale, moisture, or organic matter, adulterants

Best for Your Trade.

Will not cake or harden.

Costs no more.

Get samples for feed mixing.

Splendid profits for Dealers.

Myles Salt Co., Ltd.

New Orleans, La.

H. B. NAY

Sales Representative

360 N. Michigan Ave., CHICAGO, ILL.

Feed System Engineers—Plant Designs Special Feedmill Machinery—Feed Formulas

DRIED BUTTERMILK AND SKIMMED MILK

Packed 100-lb. Paper-Lined Bags

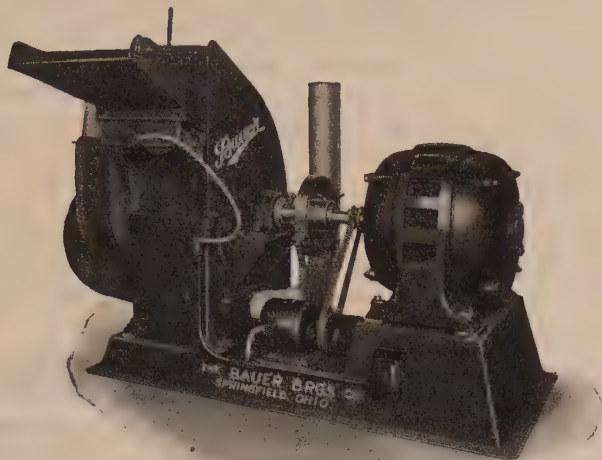
S. T. EDWARDS & CO.

INCORPORATED

110 N. Franklin St.

CHICAGO

"BAUER HAMMER MILLS"
ALL STEEL WELDED SEAMS



Magnetic Separator and Brake Built In, Dustless Cyclone-Collector, Double Bagger, Screens, Screen Extractor, etc. Complete in every detail.

MOTOR, BELT or TEX-ROPE DRIVE

CATALOGUE NO. 108 DESCRIBES

"BAUER" ATTRITION MILLS AND HAMMER MILLS
WRITE FOR IT

THE BAUER BROS. CO.

SPRINGFIELD MANUFACTURERS

OHIO



"CASCADE"
4-in-1
FEED
MIXER

makes
money
for
country
elevators

SAVES MILLWRIGHT'S WAGES

Ready to make feeds the same day you receive machine. So simple any laborer can erect and run it. No elevator or other material to buy and install. Equipt with Timken bearings, hence saves 25% of power. Two styles: Motor driven; Belt driven.

1000—1300 lbs.—3 H. P.

2000-2750 lb.—5 H. P.

Send for Catalog No. 123

S. HOWES CO., INC.

INVINCIBLE GRAIN CLEANER CO.
SILVER CREEK, N. Y.

Since 1895

MUNSON ATTRITION MILLS

have served thousands of millers well and profitably.

Served well as they are reliable, dependable mills always ready for action whenever needed and as long as desired. Twenty-four hour service, three hundred days a year is not unusual.

Served profitably due to freedom from "breakdowns" and to the original Undercut Rib Grinding Plates which grind more per horsepower and stay sharp longer.

Additional details of service and profit are outlined in catalog 54 which describes these mills in detail. Better send for a copy of the catalog before you forget.

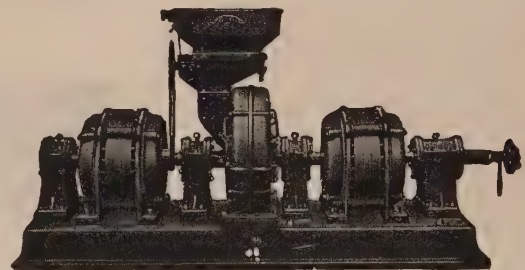
MUNSON MILL MACHINERY CO.

ESTABLISHED 1825

UTICA, N. Y.

REPRESENTATIVES

Strong-Scott Mfg. Co., Minneapolis, Minn.; F. J. Conrad, Cedar Rapids, Iowa;
A. D. Hughes Co., Wayland, Mich.; General Mill Equipment Co., Kansas City, Mo.
Sidney Mill Mch. Co., Sidney, O.



JUST PIN TO YOUR LETTERHEAD AND MAIL
Please send copy of catalog describing the Munson Attrition Mills in detail.
Name.....
Address.....

Trading in Mill Feed Futures

Address by J. H. Caldwell, Pres. St. Louis Merchants Exchange, before Grain Dealers National Ass'n at Peoria, Ill.

The present methods of rapid transportation and communication have revolutionized the physical distribution of goods; it has indirectly revolutionized the methods of marketing. This influence on marketing may be summed up in a few words—the world has been made smaller and the risks of business have been increased. Local fairs and markets existed in the Middle Ages, but reduction of time and distance has united areas into country-wide markets and nations into world wide markets.

As the production of areas of the west and northwest are developed, the increased production of wheat creates new problems and hazards to the ever increasing number of mills. With the increase in production, surpluses of products must be sold in the world markets. Time dealings arose and with time dealings, the hazard of price change increased. The hazard of price change, caused by the ever shifting forces of supply and demand is a factor with which every mill, dealer or manufacturer, has to reckon.

Price Change Hazards.—The miller who makes a sale of flour at a specific price is exposed to a price change hazard, unless he is reasonably certain that he can sell his offal on a liquid market, one in which the price does not change materially before he can dispose of his minor products. If there is no well established market in which he can sell his products instantly, he may lose enough between the time he makes his flour sales and the time he sells his feed, to wipe out his milling profit, or cause him an actual loss.

Likewise, the mixed feed manufacturer and dealer, who often by the nature of the business, forced to sell his products for from three to six months ahead, is subject to the same hazard of price change, by the ever shifting forces of supply and demand, and unless he can protect his sales by the purchase of raw materials in a liquid market for delivery at some distant date, he is likely to lose; not only his manufacturers' profit, but suffer an actual loss.

It can readily be seen, therefore, that any system or means of markets that will reduce the hazard of price change during the process of manufacture or time of delivery, is economically sound.

It is of common knowledge that banks will accept stocks and bonds of companies or corporations that are listed on the stock exchange as security much more readily and at much nearer their true value than unlisted stocks or bonds. Why? Because the stock or bonds can be sold instantly, in case the borrower can not meet his obligation when it becomes due. The risk or hazard to the banker is reduced, if not entirely eliminated.

"The New Experiment," known as the Farm Board, in a recent statement, recognized the stabilizing effect of future trading by advancing 10c per bushel more on grains hedged in the future market, than on unhedged grain. Why? Because the hazard of price change was reduced.

Mr. Julius Baer makes this very patent statement with reference to Commodity Exchanges. He says: "Serving its proper function, that of providing a free market place, commodity exchange renders service of value to producer, dealer, manufacturer and consumer, by providing a means of insurance against price risk; by making stocks of commodities liquid; by facilitating financing; by standardizing grades, providing continuous price quotations—and discharging the other duties incident to the maintenance of a national or world wide market place."

The amount of mill feeds produced in the United States is approximately 4,500,000 tons, with an approximate value of \$125,000,000. What man is there among us who would risk carrying this value in buildings, without fire insurance, or even one carload of mill feeds without insurance against fire? He is also careful to see that the company in which he carries the insurance is financially able to pay the loss, in case of fire. Then, why not use the same common sense in insuring against the risk of loss thru price change, by hedging in the future market?

When a new activity, a new thought, or a creation of any kind that has not before been tried, is thought of or mentioned, criticism and favorable comments of the subject are both prominent in the discussion.

If any new venture is to succeed, it is necessary that such criticism be had, so that those who are exuberant about its success, can be called back to earth and seriously consider the adverse angles that have been pointed out by its opponents. Constructive criticism is a sound rock in the foundation of the upbuilding of any activity and an activity started without an analysis of both sides of the question usually topples to destruction.

Establishment of Feed Futures Well Considered.—When the Board of Directors of the Merchants Exchange of St. Louis placed before its members the subject of trading in mill feed futures, it had to run the gauntlet of criticism not only by members but by outsiders who might be interested in the new venture. Happily, the criticism was sound and constructive, and aided greatly in foreseeing obstacles that would arise in fostering and building up this embryo activity in the Exchange. Like all new endeavors there was a hazard to the success of trading in futures in these new commodities, but after analysis, it was felt that the subject was a sound one and with aggressiveness and determination it would succeed, and it is refreshing to note that the forecasts as to its success were correct, as a national interest is now being shown in the development of these contracts.

When the trading started, there was some confusion. Immediate support to the contract was given by the millers and traders, in many cases, purely as an experiment to see how it would work. Some of those who had been opposed to the idea were agreeably surprised at the evenness and smoothness with which the trades were handled. The terms of the contract were something new. Nothing like it existed. It was an experiment and we were all eager to watch the various angles and conditions that would arise from time to time. Some were a little backward in trading, others were over-confident. Without flourish or blare, after a few days, trading became even, and has been running, without hindrance, daily since its opening, June 10.

It was thought wise, at the beginning to have specific periods during the session for a call market, in addition to trading throughout the session, so that interest would be stimulated and a better understanding could be had by calling the traders together for the exchange of ideas at intervals throughout the session.

The call market has been very popular and has stimulated the volume of trading as well as interest in the market. Telegraph companies and private wire houses saw the scope that the new activity had obtained and they reported that from various sections of the country, requests were coming in for C. N. D. service, and interval quotations during the session. Their support has helped greatly and at the present

[Concluded on page 556.]



J. H. Caldwell, St. Louis, Mo.

J. P. PARKS MILL FEEDS

Dried Buttermilk—Linseed & Cottonseed Meal
Brokerage Exclusively
400 New England Bldg. Kansas City, Mo.
327 So. La Salle St., Chicago, Ill.

HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Oats Mixed Oats
Operating HIAWATHA MILL

SHIPPERS OF

RED DURUM

Sulphured and Natural Oats
Barley Buckwheat and other
grains for poultry feed

ARCHER-DANIELS-MIDLAND CO.

Grain Department

MINNEAPOLIS, MINN.

Elevator Capacity, 2,500,000 Bushels

FAIRMONT'S

Pure Flake
Buttermilk

9 Large Plants
Excellent Service

THE FAIRMONT CREAMERY CO. U.S.A.

OMAHA, NEBRASKA

"Feeds and Feeding"

ILLUSTRATED

19th Edition—770 Pages

By W. A. Henry and F. B. Morrison.

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

Grain Dealers Journal
309 S. La Salle St., Chicago, Ill.

Ask Your Lawyer Ask Your Insurance Company about a Dings Magnetic Separator



THEY will tell you that a nail in the feed you sell makes you liable for the death of your customer's cattle.

They will tell you that taking out the tramp iron with a Dings magnetic separator lessens the danger

of fire and stops most of the repair bills on your grinding machinery.

The cost of a separator is so low that the savings on dull blades in a grinder generally pay for the whole cost in a year or so.

Let us send you complete information on a separator for your plant.

Dings Magnetic Separator Company

700 Smith Street, Milwaukee, Wis.

Established in 1899

The World's Largest Manufacturers of
Magnetic Separators

NEW YORK CITY
30 Church Street
CHICAGO
332 S. La Salle St.

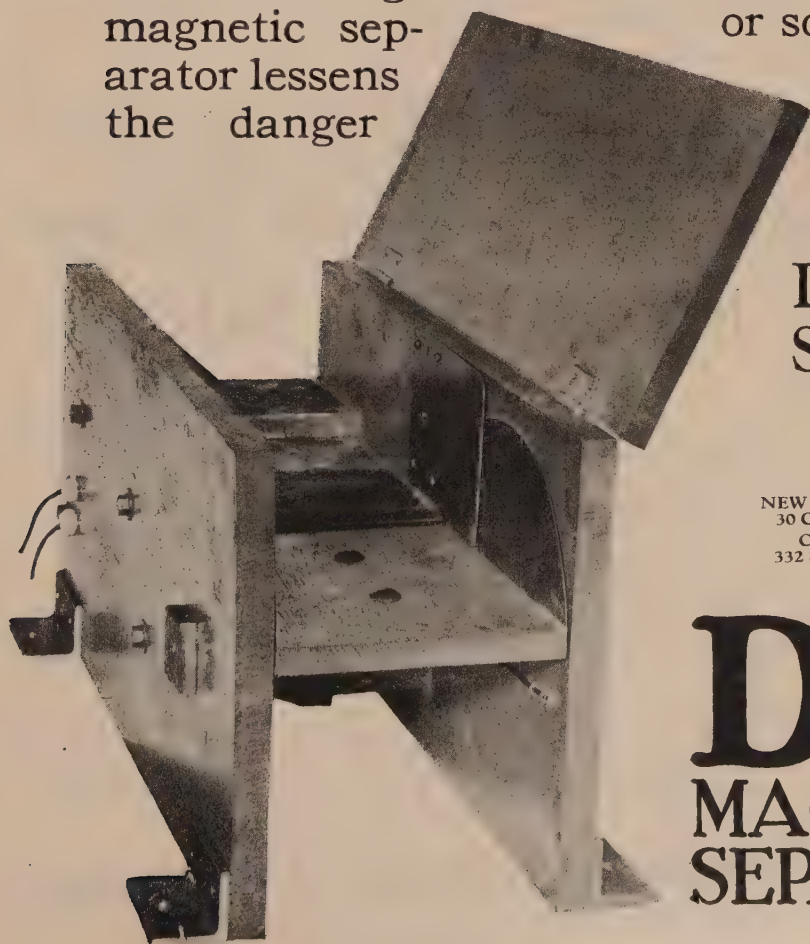
BOSTON
304 Rice Building
SAN FRANCISCO
273 Seventh Street

SEATTLE, 2208 First Ave., South
Branch offices in other principal cities

Dings

High Intensity

MAGNETIC SEPARATION



Trading in Millfeed Futures.

[Continued from page 554.]

time, practically every section of the country is being informed continuously and at intervals of the St. Louis mill feed futures market.

Trading in mill feed futures being something that has never before been tried, we knew, of course, that it would be necessary to fight for recognition and the results of our fight have surprised us. The publicity that we have been given thru the trade journals and thru other means is bearing fruit. Inquiry has been received from European countries and practically every consuming and producing area is trading in the market at this time, which is concrete evidence that the contract is a good one and is being used to advantage. The feeling that exists is best expressed by a western miller. In discussing the matter recently, he said that he wondered why it had not been thought of before, as for many years he was able to hedge his flour sales by the purchase of wheat in the futures market, but was always in a quandary as to how he was going to come out on his feed. Since using the market, however, he states that the arrangement is highly satisfactory, that he has used it to good advantage. Another large western miller finds it is more dependable to sell his feed in the St. Louis futures market, as when he sells a contract in the futures market, he knows that it is sold and delivery can be made, if he so desires. If, in the meantime, he can sell his actual feed to better advantage, he comes into the pit and buys in his future contracts. I believe the part that pleases him most is that when he sells his feed it is sold, while before the option existed, he had made several sales to various concerns, and found that if the market changed against them, he had trouble in making them take delivery.

There are other testimonials in support of this activity, which can not be included for lack of time. The main thought is that it is being recognized as a legitimate liquid trading market where trades can be executed. Inquiry is made daily of the traders in the market, to determine if they have trouble in filling their orders and I am glad to state that there has been practically no complaint on this point. We are keenly desirous of keeping the market liquid. The support and interest that has been shown by the traders has proven their loyalty to the endeavor.

Buyers of mill feed have been generous in the orders they have placed with our people. Orders are coming in from many of the eastern centers. Those who were skeptical at first are now daily in the market with hedging or-

ders. Some of the mixed feed manufacturers state that it permits them to sell mixed feeds for future delivery far in advance of what they could in the past, as they are now in a position to go into the market and buy their mill feeds, without suffering a material price change. The market has had and is having a steady growth. Both millers and mixed feed manufacturers as well as dealers and brokers are beginning to realize the advantages of using this market, and the volume of trading is steadily increasing from day to day. There has, of course, been no mushroom growth in volume, but a preferable situation exists, that is, orders are increasing steadily and on a sound basis, which gives nutriment and strength to this activity, which has passed the embryo stage and is now a dependable means of protection in mill feeds.

Deliveries.—In preparing the rules to cover this new activity, we have adopted definitions like those adopted by the Ass'n of Feed Control Officials of the United States, so that the feeds delivered on these future contracts are no different than they were previous to the existence of the futures contract. The contracts embrace standard wheat bran, standard wheat middling, brown shorts, grey wheat shorts, brown middlings and wheat mixed feed. Trading is done each calendar month, but in no instance longer than for six months period. While the rule is not yet in effect, we have submitted to the vote of our membership, an amendment which provides that no new commitments will be made the last three business days in any current month, for the reason that in order to have an analysis made of feeds for delivery 48 hours or better is required, so that there can be no trouble along those lines, it was thought best to amend the rules, as stated.

The unit of trade is 100 ton lots, lesser quantities known as job lots, in multiples of 25 tons, but there have, so far, been very few trades made in job lots.

Commission.—At the present time, the commission charge for the purchase or sale in 100 ton lots is \$15.00 per 100 tons round trades. The commission charge for job lots is 20c per ton, round trades.

In connection with deliveries, the Committee in charge of preparing the rules gave serious consideration to the subject of permitting warehouse deliveries, but this was found not feasible, and deliveries now are made on track, and can be made any day in the current month.

The seller must deliver to the buyer on deliveries "in-bound billing," which will enable the buyer to procure proportional billing, out-bound. Feed delivered on contract must be accompanied by Merchants Exchange Official Certificate of Inspection, dated not more than

three days previous to delivery and in case of default on contract, a specific rule is provided, so that there will be no squeeze, so that the market value of the feed can be determined by a Committee of three, such market value to mean the value of the manufactured products for consumption purposes. All trades are cleared through the St. Louis Grain Clearing Company.

Good Volume of Transactions.—The test of an activity, the barometer by which it is measured, and should be measured, is the use made of it, the volume of business done by those interested. That is the acid test. All publicity and talk goes for naught, unless it can stand up under that test. The test has been applied to this trading and we feel that it has been successful. The contract has filled a long felt want and we too, wonder why this has never been thought of before.

Figures compiled up to the first of October show a grand total, for slightly over four months, the period during which contract has been in operation of 177,725 tons. While this figure is not staggering for the initial step, it is a good beginning, and further, the figure represents trades from many sections of the country, which indicates a national interest and which indicates that the contracts are being recognized. Statistics show that in the month of August, 35.6% of the trades were in bran, 38% in grey middlings or flour middlings, 23% in standard middlings or brown shorts and 3.4% in mixed feeds. The mixed feed future has been the least popular of all, and while there is not much trading in it at this time, the contract is there to be used.

The grain com'te of the Portland (Ore.) Merchants Exchange, in replying to the questionnaire on Federal Grain Supervision, finds that "many of the inspectors are inefficient, and not qualified properly to apply the federal standards."

Twenty million dollars of the taxpayers' money will have been advanced to cotton co-ops by Dec. 15, Alexander Legge, chairman of the Federal Farm Board, has announced. These loans are expected, Mr. Legge said, to increase memberships and deliveries in the co-ops. A similar policy has been announced for wheat co-ops. "The money involved will be limited only by the demands of the co-operatives," the chairman said.



Thousands of feeders are making greater profits from livestock through information supplied them by the Educational Service. Cottonseed Meal is a TRADE ASSET for you, Mr. Dealer.

Cottonseed Meal on the analysis tag means quicker Mixed Feed Sales

Turnover in the mixed feed business is absolutely necessary. Profits depend on it. That is why dealers everywhere are favoring mixed feeds that contain Cottonseed Meal as a source of protein. They realize that demand is a factor in turnover; that farmers are already convinced that Cottonseed Meal as a part of the livestock ration means maximum results in quicker time. Cottonseed Meal on the analysis tag means quicker turnover in the mixed feed business—greater profits! Millions of farmer-feeders are being told the story of Cottonseed Meal through the agricultural press, through feed bulletins, booklets, etc. This cuts down sales resistance for you, Mr. Dealer.

For information---address T-GDJ-A

Educational
National Cottonseed

915 Santa Fe Building
Dallas, Texas



Service
Products Association

Columbia Nat'l Bank Bldg.
Columbia, S. C.

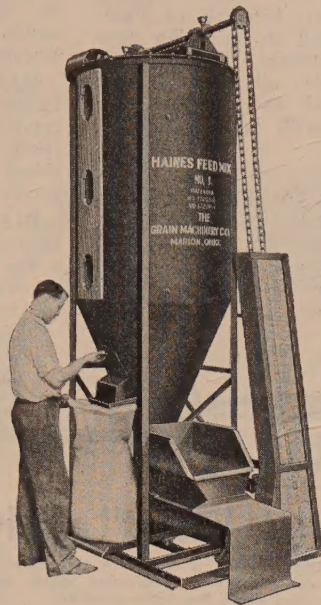
The Haines Feed Mixer

(Patented)

"The
MIXER
that really
MIXES"

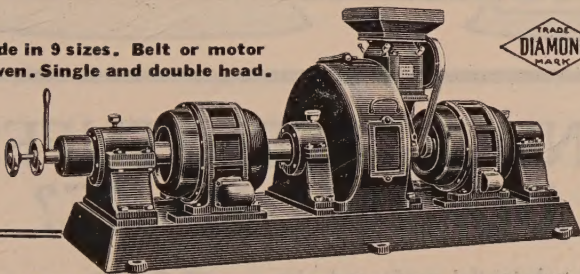
MIXES
RAPIDLY
THOROUGHLY
AND
UNIFORMLY

Send for
Bulletin 18-G



THE GRAIN MACHINERY CO.
MARION-OHIO

Made in 9 sizes. Belt or motor
driven. Single and double head.



"\$7,000.00 IN PROFITS"

in one year from my DIAMOND MILL," says Mr. J. J. Voight of Mountain Lake, Minn. Five years ago he installed his first Diamond Mill, 16" size. Two years ago it was replaced with a 22" size, and last year he purchased his third Diamond Mill in the 32" size. During the past year his mill has been grinding to capacity for the trade, with a net profit of over \$7,000.

Diamond Huller Co., Winona, Minn.

Record of Cars Shipped

This double page form is designed especially for country shippers in keeping a complete record of each car of grain shipped from any station or to any firm, may be kept by themselves under the following column headings: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

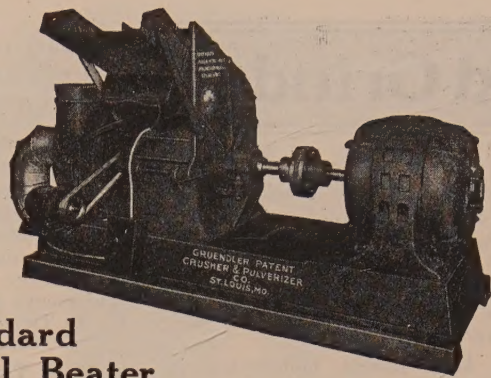
The book is 9 1/2 x 12 inches, and contains 160 pages of ledger paper, 29 lines to each page, and has spaces for recording the foregoing facts regarding 2320 carloads. It is well bound in strong boards with leather back and corners.

Order Form 385. Price, \$3.00.

GRAIN DEALERS JOURNAL

509 So. La Salle St.

Chicago, Ill.



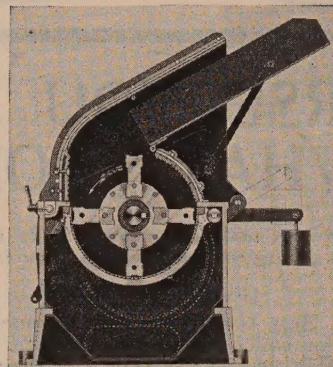
New Standard Whirl Beater Custom Hammer Mill

with built-in spout magnet and enclosed type generator, new patented quick-change screen arrangement and new saw toothed double ended hammers. A full fledged hammer mill with over 45 years of successful performance. Needs no introduction and has never failed to get the business for Gruendler users over that of any other known principle of grinding in custom mills, elevators and commercial feed mills throughout America and known as

GRUENDLER America's Leading Hammer Mill

A Mill Without a Competitor

Do not be influenced by comparisons with old style Gruendler Mills, of which there are many thousands still in successful operation, as against present day methods and modern improvements that are the outstanding features of "GRUENDLER PROGRESS" today.



Gruendler. Correct Principle

As pioneers of the Swing Hammer principle and as manufacturers of over 70 different types and sizes for various industries, the Gruendler is still at the top as the most profitable Grinder that money can buy regardless of cost.

GUARANTEE

Gruendler Standard Whirl Beater custom Grinder guaranteed to give the greatest capacity and the most uniform fineness power for power over that of any known principle and will install anywhere on thirty days' trial along side of any mill you are now operating and no strings attached.

All sorts of claims are being made by Hammer Mills recently placed on the market, but anyone wishing to install mills for comparative tests, which are usually expensive to operator, will find Gruendler ready to meet the requirements.

Write for further particulars and let us explain fully in order that you may compare with your present equipment.

GRUENDLER CRUSHER & PULVERIZER CO.
2915-17 North Market St. ST. LOUIS, MO.

A Gruendler hammer mill for every grinding need in elevator, custom feed mills or commercial feed plants.

Feed Grinder

VERNON CENTER, MICH.—Irvin Swanson has erected a feed grinding plant.

CHERLTON, VA.—Stratton Grocery Co., Inc., plans to build a feed grinding and mixing plant.—P. J. P.

LAKELAND, GA.—A feed mill will be built on Banks Lake by the Banks Lake Recreation & Power Co.—P. J. P.

BOLIVAR, MO.—Roscoe Quinn has installed grinding and mixing equipment in his feed stores recently acquired here.

CHATSWORTH, ILL.—Carl Meister, proprietor of the Chatsworth mill, has built a second addition to his plant. The newest section houses hull equipment.

CISSNA PARK, ILL.—Edward Feller has installed a feed grinder.

GREENVILLE, TEX.—Hal C. Horton, who has operated a feed warehouse here for a number of years, has installed grinding and mixing equipment and also a sweet feed unit.

ANTHONY, N. M.—The Reaves Milling Co. (J. Frank and Jesse), formerly of Pauls Valley, Okla., have opened an up-to-date feed mill and mixer, limited storage; custom grinding all grains and alfalfa; all sorts of stock and poultry feed in retail and car lots; fine equipment; good men, with ample capital.—C. A. Thompson.

New Trade Marks for Feedstuffs.

JAMES C. PEARSON, Manchester, Ga., filed trademark Serial No. 288,353, a rectangular checked design with a blank for the word PEARSON for dairy, mule and poultry feeds and for crushed grains and other grain products.

KALMBACH-BURCKETT CO., INC., Shreveport, La., filed trademark Serial No. 283,568, shaded circles around the capital letter K to describe chicken scratch grains and pearl grits.

ROSEDALE MILLING CO., Rosedale Station, Kansas City, Kan., filed trademark Serial No. 277,555, the word JAYHAWK in capital outline letters to describe wheat grayshorts, wheat-bran poultry feed and grain meal.

PACKER PRODUCTS CO., Cedar Rapids, Ia., filed trademark Serial No. 286,073, a circular design picturing a hen, at the top of the circle the words Quality Is Paramount and below the word Honeymead to describe meat scraps, chicken mashes and bone meal.

BLOOMINGTON MILLING CO., Bloomington, Ill., filed trademark Serial No. 276,467, a line drawing of a farmer's head placed in an oval outline, with the word HAPPY above the oval and the word FARMER below the oval to describe poultry, cattle and stock feed.



Jacobson GRINDERS

It's Easy to "Get at" a Universal Grinder!

"Time is Money" when it comes to Grinding! The real profits are being made from up-to-the-minute equipment which hums smoothly along—day in and day out—and needs but little attention.

That's why "UNIVERSAL" Grinders rank so high. Yet the greatest time-saving features of these rugged units are that all working parts are instantly accessible, and the screens may be changed in but 30 seconds! No lifting or tilting heavy parts—no bother with the screens! Just a few seconds' pause. Specifications, installation data, and prices are yours for the asking!

A. E. JACOBSON MACHINE WORKS, INC.,
1088 Tenth Ave., S. E., Minneapolis, Minn.

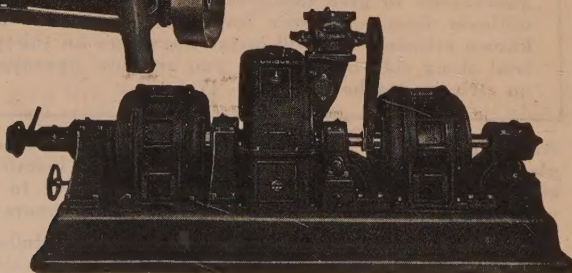
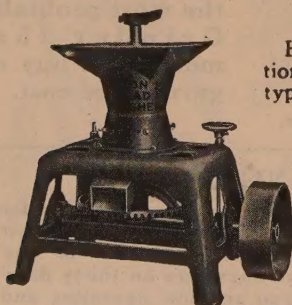
Grinding Pays in Many Ways

OF COURSE YOU HANDLE FEEDSTUFFS! BUT WHAT PROFIT DO YOU MAKE?

We can show you how to make your own feeds at a good substantial profit and also increase your business by giving better service to the farmers in your community.

FEED GRINDERS

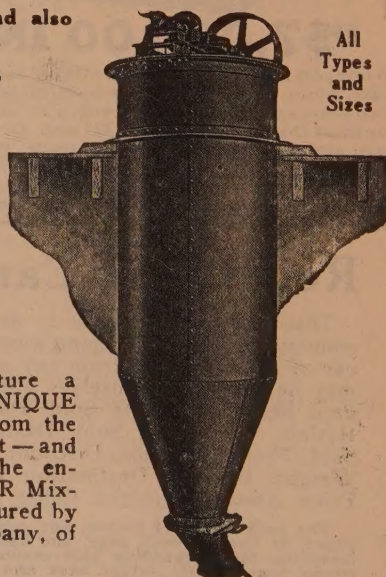
Here is a feed grinding combination which enables you to grind any type of feed the way customers want it ground. The UNIQUE attrition mill is known throughout the country as the mill that produces MORE and BETTER grinding CHEAPER.



FEED MIXERS

The UNIQUE Vertical Mixer is one of the most popular feed mixers on the market. The first cost is small—the machine is easy to install and economical to operate, and will mix all kinds of feeds at a profit for you.

We also manufacture a complete line of UNIQUE Horizontal Mixers—from the smallest to the largest—and recently took over the entire Line of GARDNER Mixers formerly manufactured by the Gedge-Grey Company, of Lockland, Ohio.



All
Types
and
Sizes

Let us show you the way to greater profits in handling feedstuffs. Write us for catalogs on UNIQUE Feed Milling Machines or get in touch with our representative.

ROBINSON MFG. CO., 42 ROBINSON BUILDING, MUNCY, PA.
CHICAGO OFFICE—222 W. ADAMS ST.



INJURY TO HIS FEET

Would probably mean that His Majesty, Leo, King of Beasts, would go hungry until those feet healed. For it is on his feet that the lion depends for silence in stalking his prey, and for speed in that last slashing charge that carries him to the kill.

Mother Nature, who knows so well how to take care of her children, has provided the lion with a broad foot, made up of five springy pads, to bear his great weight. She has gone further. To protect the sensitive tissues, of which these pads are made, Mother Nature covers them with a tough, resilient skin, that is very yielding, but hard to tear or split.

Tough, resilient coverings! Why, that's just what you need to protect your products through the rigors and dangers of rough handling that they encounter each day. Coverings that will guard them well, - -

"Coverings that Protect"

Burlap
Cotton
Printed
Unprinted

MENTE & CO., INC.
IT. RHEA
PRESIDENT
BAGS

NEW ORLEANS, LA.

SAVANNAH, GA.

BOSTON, MASS.

DALLAS, TEX.

New and
Second-
hand
Also Twine

(We will buy your secondhand bags)

No Loss in Power From Motor to Cup Belt



*—and Hundreds of Others Are
Equally Pleased*

August 31, 1929.

"With reference to WINTER'S Direct Worm Gear Drive which we installed this year: We are very well pleased. We have gone through our heavy rush season with this equipment. It has always given us service and we have never as much as looked at it since installation. Our power bill has been greatly reduced by hooking up direct and eliminating other machinery."

(Signed) DODGE CITY CO-OPERATIVE
EXCHANGE,
Dodge City, Kan.

August 30, 1929.

"With reference to WINTER'S DRIVE: I am well pleased. Have had no trouble of any kind. Have not had a choke-up since the drive was put in. Back-Stop works perfectly and locks every time the leg stops. Would not run an elevator any more without a WINTER'S DRIVE."

(Signed) PETER GARDING,
Albany, Minn.

THIS power unit is direct-connected to the head shaft and equipped with AUTOMATIC BACK-STOP. It takes a "closeup hold" on the load—no loss in power transmission.

You can eliminate breakdowns and save 20% to 50% on power costs with—

Winter's Universal Elevator Drive

No Chains to Break—No Belts to Slip

WHEN it comes to pulling out choke-ups or starting the heaviest loads Winter's (direct-connected) Elevator Drive takes the hardest pulls with ease and smoothness. It transmits the power from the motor direct to the head shaft.

By this direct hook-up, you eliminate all countershafts, belts, chains and sprockets. Just two moving parts, both running in oil, with dustproof and oil-tight housing.

Automatic Back-Stop Timken Anti-Friction Bearings

THE Back-Stop instantly locks the drive when the power is off and automatically releases in starting. For exact and permanent alignment, the motor base is prefixed to the gear housing. The Worm and Worm Wheel are fitted with Timken Anti-Friction Roller Bearings. All one compact installation—substantially a direct part of the elevator leg.

For carefree operation, lower power costs, less maintenance expense—write TODAY for catalog and prices with names of users nearest you.

CLOW-WINTER MANUFACTURING Co.
MINNEAPOLIS MINNESOTA